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The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

A study of 1981-82 beginning offers/Summer Supplement October 1982

The CPC Salary Survey Summer Supplement covers offers extended to students who graduated between September 1, 1981, and August 31, 1982. It does not include early offers to students who will graduate in the 1982-83 academic year.

This report covers the period from June 12, 1982, through September 30, 1982. The 184 placement offices at the 161 participating colleges and universities reported 8,980 bachelor's offers, 851 offers to inexperienced master's degree candidates, 404 offers to MBA candidates with previous work experience, and 190 doctoral offers.

Continuing the trend of previous summer reports, the average dollar values of offers tended to be lower than those in the July 1982 report. In categories showing significant change since July, averages may have been affected by a limited number of reported offers. It is important to keep in mind that the volume of offers merely indicates the data base on which the statistics were computed and that changes in volume between years may not necessarily indicate substantive changes in particular fields.

Offers to engineering graduates constituted 50 percent of the bachelor's offers during this period, compared with 57 percent in the July report. Petroleum engineering continued to draw the highest average salary offer at $2,593 a month. This average monthly offer represents a slight increase over the July figure of $2,539.

Business graduates received the same proportion of the bachelor's offers in this report as they did in July--28 percent.

In the scientific disciplines the proportion of bachelor's offers increased since the July 1982 report, from 11 percent to 14 percent. Computer science graduates dominated this category both in number of offers and dollar value of offers, receiving 48 percent of all offers at an average of $1,880 a month.

The humanities and social sciences group represented 8 percent compared with only 4 percent in July.

This is the final report to be issued as part of the 1981-82 CPC membership or Salary Survey package. The first issue of the 1982-83 Salary Survey will be the Preliminary Report, published in December. Salary Survey reports are available only to members of the College Placement Council and subscribers to the Salary Survey package.

Additional copies of this report may be obtained for $1.00 each.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

The study surveys a fairly consistent population which includes 184 placement offices at 161 colleges and universities throughout the United States. Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

The *Survey* is available only to members and *Salary Survey* subscribers of the College Placement Council and is intended for the professional use of its constituents. Formal reports are issued in January, March, and July. A Preliminary Report is issued in December and a Summer Supplement in October.

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ISSN 0196-1004

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

(Data Combined for Men and Women)

Summer Supplement - 6/12/82 to 9/30/82
October 1982

By Curriculum for All Types of Employers	Number of Offers Summer 1982	Number of Offers Summer 1981	Average Dollar Offers Summer 1982	Average Dollar Offers Summer 1981	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
BUSINESS									
Accounting	1,106	1,111	$1,490	$1,390	$1,545	- 3.6%	$1,675	$1,500	$1,208
Business-General (incl. Mgmt.)	1,031	1,205	1,381	1,324	1,477	- 6.5	1,750	1,375	1,010
Marketing & Distribution	349	476	1,326	1,258	1,370	- 3.2	1,685	1,250	1,000
HUMANITIES & SOCIAL SCIENCES									
Humanities	207	319	1,146	1,088	1,283	-10.7	1,600	1,100	800
Economics[1]	232	198	1,423	1,284	1,543	- 7.8	1,850	1,333	1,083
Other Social Sciences	319	384	1,195	1,100	1,286	- 7.1	1,625	1,166	800
ENGINEERING									
Aeronautical	127	143	1,984	1,807	1,973	.6	2,253	2,041	1,660
Chemical	319	654	2,197	2,035	2,256	- 2.6	2,350	2,240	1,991
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	249	585	1,883	1,775	1,925	- 2.2	2,250	1,900	1,416
Electrical (incl. Computer Engrg.)	1,583	1,535	2,075	1,887	2,064	.5	2,250	2,100	1,833
Geological	21	#	1,921	#	2,253	-14.7	2,400	2,083	1,333
Industrial	374	212	1,958	1,839	2,023	- 3.2	2,225	2,000	1,650
Mechanical	1,098	1,332	2,116	1,902	2,098	.9	2,392	2,100	1,898
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	57	86	2,082	1,899	2,106	- 1.1	2,283	2,100	1,725
Mining	10	11	2,145	2,054	2,114	1.5	*	*	*
Nuclear (incl. Engrg. Physics)	58	32	2,125	1,860	2,039	4.2	2,575	2,085	1,917
Petroleum	286	55	2,593	2,240	2,539	2.1	2,700	2,625	2,475
Engineering Technology	299	271	1,935	1,742	1,958	- 1.2	2,200	1,960	1,650
SCIENCES									
Agricultural Sciences	77	103	1,320	1,284	1,391	- 5.1	1,800	1,283	953
Biological Sciences	94	105	1,183	1,144	1,375	-14.0	1,666	1,109	916
Chemistry	79	99	1,631	1,555	1,751	- 6.9	2,090	1,700	1,000
Computer Science	605	499	1,880	1,742	1,908	- 1.5	2,150	1,950	1,516
Health (Medical) Professions	177	227	1,464	1,317	1,492	- 1.9	1,758	1,425	1,194
Mathematics	155	215	1,739	1,629	1,777	- 2.1	2,083	1,805	1,250
Other Physical & Earth Sciences	68	115	1,732	1,614	1,980	-12.5	2,350	1,797	1,041
Totals	8,980	9,972							

[1] Includes economics programs with both business and social science orientation.

*Not computed for fewer than 20 offers.

#Comparison data not available.

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

Summer Supplement - 6/12/82 to 9/30/82
October 1982

(Data Combined for Men and Women)

Functional Area for All Types of Employers	Number of Offers Summer 1982	Number of Offers Summer 1981	Average Dollar Offers Summer 1982	Average Dollar Offers Summer 1981	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
Accounting/Auditing	1,161	1,144	$1,489	$1,389	$1,546	- 3.7%	$1,700	$1,500	$1,200
Business Administration	634	601	1,348	1,255	1,469	- 8.2	1,755	1,300	958
Communications	87	71	1,249	1,095	1,384	- 9.8	1,979	1,160	750
Community & Service Orgs. Work	69	86	1,078	1,098	1,154	- 6.6	1,500	1,000	760
EDP-Programming/Systems	688	693	1,864	1,693	1,890	- 1.4	2,150	1,925	1,500
Engineering	4,202	4,555	2,104	1,892	2,105	- .1	2,422	2,100	1,800
Farm & Natural Resources Mgmt.	27	35	1,138	1,348	1,394	-18.4	1,283	1,166	900
Finance & Economics	337	313	1,439	1,334	1,546	- 6.9	1,792	1,416	1,083
Health (Medical) Services	207	265	1,414	1,275	1,440	- 1.8	1,750	1,408	1,000
Manufacturing &/or Industrial Operations	125	273	1,799	1,705	1,884	- 4.5	2,200	1,850	1,250
Sales--Non-Technical Degree[1]	309	#	1,370	#	1,434	- 4.5	1,667	1,375	1,041
Sales--Technical/Scientific Degree[2]	85	#	1,842	#	1,922	- 4.2	2,115	1,850	1,500
Mathematics/Statistics	104	106	1,707	1,521	1,741	- 2.0	2,078	1,750	1,250
Merchandising/Sales Promotion	295	614	1,244	1,193	1,277	- 2.6	1,666	1,167	900
Personnel/Employee Relations	86	84	1,257	1,252	1,402	-10.3	1,685	1,200	900
Research--Non-Scientific	45	84	1,444	1,222	1,596	- 9.5	2,000	1,416	1,000
Research--Scientific	214	324	1,664	1,598	1,924	-13.5	2,275	1,690	1,000
Rotational Training--Non-Technical	240	215	1,258	1,163	1,328	- 5.3	1,616	1,208	1,000
Rotational Training--Technical	65	75	1,791	1,575	2,001	-10.5	2,175	1,867	1,292
Totals	8,980	9,538+							

[1]Replaces Marketing--Consumer Products/Services.
[2]Replaces Marketing--Industrial Products/Services.
#Comparison data not available.
+Total does not include Marketing--Consumer Products/Services and Marketing--Industrial Products/Services which have been replaced.

AVERAGE MONTHLY SALARY OFFERS

Summer Supplement - 6/12/82 to 9/30/82
(Data Combined for Men and Women)
October 1982

Master's Degree Candidates
Inexperienced (One year or less
of full-time, non-military employment)

Graduate Program	Number of Offers Summer 1982	Number of Offers Summer 1981	Average Dollar Offers Summer 1982	Average Dollar Offers Summer 1981	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
BUSINESS									
Accounting	62	29	$1,846	$1,647	$1,847	- .1%	$2,042	$1,875	$1,500
MBA--Non-Technical Undergraduate	262	351	2,017	1,974	2,135	- 5.5	2,495	2,021	1,542
MBA--Technical Undergraduate	40	77	2,404	2,166	2,314	3.9	2,833	2,500	1,833
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	23	55	1,923	2,077	2,099	- 8.4	2,200	2,000	1,542
Industrial Mgmt. (incl. Industrial Admin.)	5	10	1,989	1,971	1,988	.1	*	*	*
Administration (incl. Public, Hospital, etc.)	7	8	1,721	1,513	1,726	- .3	*	*	*
HUMANITIES & SOCIAL SCIENCES									
Humanities	9	6	1,568	1,639	1,512	3.7	*	*	*
Social Sciences	16	31	1,391	1,440	1,552	-10.4	*	*	*
ENGINEERING									
Chemical	21	45	2,383	2,181	2,459	- 3.1	2,500	2,420	2,250
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	17	31	2,216	2,042	2,249	- 1.5	*	*	*
Electrical (incl. Computer Engrg.)	139	104	2,382	2,178	2,369	.6	2,550	2,400	2,166
Industrial	14	10	2,135	2,159	2,295	- 7.0	*	*	*
Mechanical	73	51	2,318	2,133	2,332	- .6	2,500	2,358	2,100
Nuclear (incl. Engrg. Physics)	20	16	2,302	2,059	2,300	.1	2,433	2,267	2,183
SCIENCES									
Chemistry	6	8	1,932	1,983	1,987	- 2.8	*	*	*
Computer Science	75	77	2,239	2,076	2,267	- 1.2	2,500	2,240	1,958
Geology & Related Geological Sciences	38	42	2,439	2,123	2,422	.7	2,650	2,463	2,292
Mathematics	9	19	1,955	1,974	2,162	- 9.6	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./Science & Ceramics)	15	12	2,289	2,081	2,320	- 1.3	*	*	*
Totals	851	982							

*Not computed for fewer than 20 offers.

AVERAGE MONTHLY SALARY OFFERS

Summer Supplement - 6/12/82 to 9/30/82
(Data Combined for Men and Women)
October 1982

Master's Degree Candidates Experienced[1]

Graduate Program	Number of Offers Summer 1982	Number of Offers Summer 1981	Average Dollar Offers Summer 1982	Average Dollar Offers Summer 1981	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
Over 1 to 2 years									
MBA--Non-Technical Undergraduate	131	104	$2,355	$2,293	$2,348	.3%	$3,083	$2,333	$1,833
MBA--Technical Undergraduate	21	38	2,569	2,509	2,462	4.4	3,042	2,600	2,083
Over 2 to 4 years									
MBA--Non-Technical Undergraduate	119	133	2,526	2,338	2,503	.9	3,167	2,500	1,750
MBA--Technical Undergraduate	42	83	2,722	2,697	2,596	4.9	3,333	2,693	2,083
Over 4 years									
MBA--Non-Technical Undergraduate	54	75	2,591	2,560	2,443	6.1	3,250	2,725	1,666
MBA--Technical Undergraduate	37	59	2,893	2,940	2,635	9.8	3,333	2,917	2,427
Totals	404	492							

Doctoral Degree Candidates

Graduate Program	Number of Offers Summer 1982	Number of Offers Summer 1981	Average Dollar Offers Summer 1982	Average Dollar Offers Summer 1981	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
ENGINEERING									
Chemical	25	38	$3,132	$2,745	$3,019	3.7%	$3,400	$3,125	$3,000
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	2	2	2,917	2,333	2,851	2.3	*	*	*
Electrical (incl. Computer Engrg.)	31	57	3,015	2,853	3,099	- 2.7	3,350	3,083	2,542
Mechanical	11	19	2,917	2,782	2,959	- 1.4	*	*	*
SCIENCES									
Chemistry	76	73	2,698	2,551	2,719	- .8	2,950	2,775	2,458
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	4	17	2,657	2,414	2,544	4.4	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./Science & Ceramics)	25	11	2,904	2,804	2,968	- 2.2	3,167	2,916	2,541
Physics	16	15	2,907	2,653	2,785	4.4	*	*	*
Totals	190	232							

[1]Years of previous full-time, non-military employment.
*Not computed for fewer than 20 offers.

Monthly beginning salary offers to all candidates by curriculum and employer

Summer Supplement ■ October 1982 ■ Data combined for men and women*

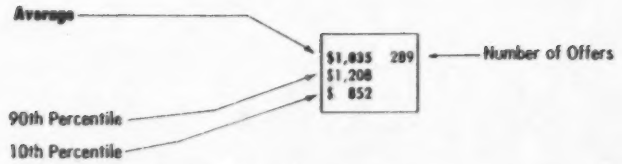

Diagram indicates arrangement of data in blocks.

The 90th percentile is that salary above which 10 percent of the offers are located. The 10th percentile is that salary offer below which 10 percent of the offers are located. Not computed for fewer than 20 offers.

NON-TECHNICAL

CURRICULUM	BUSINESS			MANUFACTURING ■ INDUSTRIAL												GOV'T ■ NON-PROFIT		
	Accounting—Public	Banking, Finance, & Insurance	Merchandising (Retail & Wholesale) & Services	Aerospace, Electronics, & Instruments	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Electrical Machinery & Equipment	Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat. Gas)	Research &/or Consulting Organizations	Tire & Rubber	Utilities—Public (incl. Transportation)	Government—Federal	Government—Local / State	Non-Profit Orgs. & Educational Institutions
BACHELOR'S DEGREE																		
Accounting	$1,517 718 $1,667 $1,300	$1,277 43 $1,500 $1,000	$1,340 42 $1,554 $1,083	$1,540 27 $1,808 $1,200	$1,419 7	$1,383 6	$1,466 21 $1,675 $1,190	$1,313 11	$1,347 19	$1,549 9	$1,529 8	$1,614 98 $1,750 $1,437	$1,333 2		$1,453 34 $1,600 $1,275	$1,282 19	$1,256 29 $1,591 $1,003	$1,347 13
Business—General (incl. Mgmt.)	$1,565 43 $1,792 $1,417	$1,334 289 $1,667 $1,000	$1,284 245 $1,500 $1,000	$1,567 115 $1,842 $1,268	$1,448 20 $1,965 $ 840	$1,593 11	$1,573 57 $1,925 $1,208	$1,422 33 $1,708 $1,100	$1,465 57 $1,800 $1,083	$1,483 20 $1,667 $1,167	$1,443 10	$1,643 31 $2,000 $1,200	$1,273 14	$1,327 7	$1,585 28 $2,005 $1,200	$1,417 16	$1,257 20 $1,600 $ 833	$1,082 15
Marketing & Distribution		$1,329 28 $1,500 $1,100	$1,177 155 $1,416 $1,000	$1,462 22 $1,956 $1,167	$1,536 5	$1,487 5	$1,581 38 $1,792 $1,100	$1,567 13	$1,474 30 $1,800 $1,125	$1,393 15	$1,344 7	$1,497 6	$1,283 3	$1,357 3	$1,629 13	$1,280 1	$1,995 2	$1,150 3
Humanities		$1,289 40 $1,700 $ 900	$1,016 84 $1,250 $ 750	$1,649 12	$1,350 2	$1,809 4	$1,398 4	$1,436 5	$1,450 2	$ 967 5			$1,227 7		$1,288 3	$1,175 10	$1,866 3	$ 999 26 $1,390 $ 790
Economics	$1,427 4	$1,437 98 $1,860 $1,083	$1,193 43 $1,404 $1,083	$1,731 20 $2,083 $1,500	$1,542 2	$1,760 3	$1,484 13	$1,355 4	$1,382 9	$1,609 2	$1,775 2	$1,633 3	$1,453 9		$1,644 7	$1,252 7	$1,261 3	$1,278 3
Other Social Sciences		$1,238 56 $1,616 $ 800	$1,082 94 $1,400 $ 750	$1,517 11		$2,099 4	$1,587 11	$1,388 8	$1,254 9	$1,397 10		$1,625 4	$1,139 9	$1,384 2	$1,171 3	$1,258 25 $1,500 $1,008	$1,187 26 $1,666 $ 867	$1,083 45 $1,300 $ 700
MASTER'S DEGREE — INEXPERIENCED																		
MBA—Non-Technical Undergraduate Degree	$1,858 36 $2,083 $1,666	$2,087 84 $2,450 $1,625	$1,741 15	$1,978 28 $2,450 $1,500	$2,145 8	$1,758 3	$2,261 14	$2,195 11	$2,373 10	$2,309 2	$1,916 5	$2,022 15	$2,072 8	$2,222 3	$1,989 12		$1,378 3	$1,357 5
MBA—Technical Undergraduate Degree	$2,271 2	$1,959 2	$2,095 2	$2,449 13	$2,453 2		$2,625 4	$2,633 9		$2,300 1		$2,334 2	$1,875 3					
BACHELOR'S SUMMARY																		
Non-Technical Curricula	$1,519 765 $1,700 $1,300	$1,335 554 $1,683 $1,000	$1,164 663 $1,417 $ 900	$1,570 207 $1,923 $1,230	$1,455 36 $1,965 $1,000	$1,554 33 $2,150 $1,083	$1,520 144 $1,837 $1,190	$1,436 74 $1,733 $ 950	$1,425 126 $1,750 $1,083	$1,398 61 $1,667 $1,100	$1,468 27 $1,775 $1,100	$1,616 142 $1,808 $1,375	$1,278 44 $1,667 $ 900	$1,344 12	$1,521 88 $1,850 $1,208	$1,282 78 $1,623 $1,000	$1,223 85 $1,591 $ 952	$1,068 105 $1,416 $ 790
Technical Curricula	$1,837 9	$1,527 109 $1,916 $1,185	$1,560 88 $2,150 $ 960	$2,032 1950 $2,210 $1,820	$1,978 106 $2,250 $1,666	$1,961 160 $2,275 $1,667	$2,095 430 $2,350 $1,750	$2,059 529 $2,206 $1,850	$1,810 49 $2,250 $1,200	$2,047 58 $2,291 $1,625	$1,989 123 $2,200 $1,666	$2,339 876 $2,650 $2,000	$1,942 159 $2,250 $1,500	$1,894 8	$2,038 485 $2,295 $1,833	$1,591 302 $1,950 $1,250	$1,523 65 $2,100 $ 958	$1,398 230 $1,758 $1,000

*Data in block tables are for period 6/12/82 through 9/30/82.

Bachelor's Degree

TECHNICAL

CURRICULUM	BUSINESS			MANUFACTURING & INDUSTRIAL												GOV'T & NON-PROFIT		
	Accounting—Public	Banking, Finance, Insurance	Merchandising (Retail & Wholesale) & Services	Aerospace, Electronics, & Instruments	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Electrical Machinery & Equipment	Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat. Gas)	Research &/or Consulting Organizations	Tire & Rubber	Utilities — Public (incl. Transportation)	Government — Federal	Government — Local / State	Non-Profit Orgs. & Educational Institutions
Aeronautical Engineering				$2,853 97 $2,275 $1,875		$1,875 1	$2,240 1	$1,992 3				$2,419 2	$2,875 2			$1,609 21 $1,725 $1,367		
Chemical Engineering				$2,128 35 $2,323 $1,965	$2,283 3	$2,157 6	$2,229 135 $2,350 $2,100	$2,134 13	$2,136 6	$2,183 12	$2,135 9	$2,211 74 $2,417 $2,220	$2,223 4		$2,068 8	$1,784 14		
Civil Engineering (incl. Construction, Sanitary, & Transportation Engrg.)			$2,250 1	$1,914 19	$2,813 2	$1,858 54 $2,160 $1,600	$1,988 8	$2,115 10			$1,630 5	$2,176 36 $2,340 $2,000	$1,836 12		$1,988 40 $2,085 $1,666	$1,619 38 $1,809 $1,391	$1,642 24 $1,834 $1,375	
Electrical Engineering (incl. Computer Engrg.)			$1,874 8	$2,079 874 $2,240 $1,883	$2,017 18	$2,074 26 $2,300 $1,833	$2,144 40 $2,300 $2,000	$2,104 212 $2,215 $1,958	$2,117 3	$2,114 12	$2,106 7	$2,299 72 $2,425 $2,125	$2,084 40 $2,200 $1,875	$2,290 1	$2,097 172 $2,297 $1,898	$1,708 82 $2,001 $1,391	$2,260 7	$1,793 9
Geological Engineering								$1,583 1				$1,996 18	$1,817 2					
Industrial Engineering	$1,942 3	$1,880 5	$1,659 11	$2,008 133 $2,208 $1,820	$1,925 26 $2,300 $1,500	$1,787 8	$2,060 38 $2,250 $1,917	$1,972 43 $2,210 $1,700	$2,061 9	$1,950 1	$1,895 30 $2,175 $1,500	$2,015 24 $2,300 $1,650	$2,187 5	$1,550 2	$2,113 17	$1,506 17		$1,950 2
Mechanical Engineering			$2,085 7	$2,036 204 $2,200 $1,890	$2,016 38 $2,250 $1,667	$2,092 35 $2,323 $1,833	$2,200 98 $2,350 $2,000	$2,081 217 $2,150 $1,916	$2,101 9	$2,114 22 $2,250 $2,000	$2,050 37 $2,225 $1,850	$2,319 236 $2,500 $2,100	$2,068 36 $2,250 $1,875	$2,120 3	$2,059 135 $2,208 $1,907	$1,686 40 $2,002 $1,392	$1,980 1	
Metallurgical Engineering (incl. Metallurgy & Ceramic Engrg.)				$2,031 18	$2,167 1		$2,198 4	$2,083 6		$1,666 1	$2,168 18	$2,250 3	$2,200 2			$1,783 4		
Mining Engineering							$1,875 2					$2,233 6			$2,145 2			
Nuclear Engineering (incl. Engrg. Physics)				$2,050 1			$2,150 1	$2,129 8				$2,125 1	$2,267 1		$2,160 41 $2,600 $1,924	$1,812 5		
Petroleum Engineering		$2,700 1	$2,550 2	$1,766 1			$2,600 3		$1,917 1			$2,598 278 $2,760 $2,475						
Engineering Technology		$1,688 2	$1,842 4	$1,940 131 $2,100 $1,750	$1,838 10	$1,902 25 $2,200 $1,390	$2,033 8	$1,997 22 $2,258 $1,750		$1,669 3	$1,810 9	$2,108 39 $2,333 $1,750	$1,921 14		$1,887 20 $2,060 $1,700	$1,764 5	$1,423 4	$1,743 3
Agricultural Sciences		$1,260 21 $1,400 $1,166	$1,239 13			$2,167 1	$1,643 6	$2,000 1	$1,338 11			$1,458 1	$1,800 1		$1,686 3	$1,195 9	$1,315 - 6	$1,868 4
Biological Sciences		$1,100 1	$1,815 6		$1,666 1		$1,534 16		$1,100 2	$1,166 1		$1,400 1	$1,898 5		$1,842 1	$1,223 14	$1,874 11	$1,852 35 $1,250 $ 833
Chemistry		$ 833 1	$1,558 2	$1,974 9	$1,880 1		$1,798 34 $2,150 $1,475	$2,100 1		$1,875 2		$1,757 4	$1,537 6			$1,316 6	$1,375 3	$1,885 10
Computer Science	$1,743 5	$1,669 25 $2,083 $1,458	$1,478 17	$1,927 300 $2,142 $1,692	$2,083 5	$2,014 4	$1,976 30 $2,150 $1,666	$1,968 65 $2,150 $1,750	$1,635 7	$1,782 4	$1,881 7	$1,943 58 $2,165 $1,760	$1,894 18	$1,748 2	$1,748 33 $2,005 $1,450	$1,636 13	$1,479 3	$1,575 9
Health (Medical) Professions		$1,282 3	$1,525 11				$1,458 2									$1,331 7	$1,494 4	$1,469 150 $1,750 $1,200
Mathematics	$1,990 1	$1,557 46 $1,808 $1,225	$1,354 3	$1,980 37 $2,070 $1,667	$1,917 1		$1,938 1	$1,989 26 $2,170 $1,833				$2,093 4	$1,895 7		$1,831 10	$1,439 15	$1,876 1	$1,258 3
Other Physical & Earth Sciences		$1,488 4	$1,468 3	$2,136 11			$1,694 3	$1,217 1	$1,833 1		$2,080 1	$2,120 19	$1,382 4		$1,550 3	$1,315 12	$ 881 1	$1,373 5

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The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

A study of 1982-83 beginning offers/Preliminary Report December 1982

In October, CPC found, in its Recruiting 83 survey, that employers anticipated 12 percent fewer positions for engineering graduates with bachelor's degrees in 1982-83, indicating that new engineers could be facing a more competitive market and might receive fewer offers than graduates in recent years.

Whether the data in this Preliminary Report are reflecting those projections is unclear at this early stage in the recruiting season. What is clear is that the number of offers in this report, compared with the same time last year, has dropped significantly.

As was the case in the July 1982 *Salary Survey* report, one of the groups most affected was engineering graduates. Just about every engineering discipline in the report had fewer offers. On the other hand, humanities and other social sciences, as well as several of the scientific disciplines, experienced moderate increases in the number of offers.

The similarity to the July report stops with the decline in reported offers. In July, despite the fact that the number of offers was down in many categories, starting salary averages did not suffer. In this report, however, most categories are below the starting rates reported in July. Those disciplines with gains showed increases of less than 1 percent to only 4 percent.

The number of offers at the master's level was very limited with some degrees reporting only 2 or 3 offers. Few disciplines escaped either the apparent decline in offers or the drop in starting rates evident at the bachelor's level. Although it is not unusual for a few graduate areas to lag behind the July figures at this early stage, ten program areas lost ground since July.

The Preliminary Report provides data on salary offers submitted to the College Placement Council between September 1, 1982, and December 3, 1982. Only those offers made to students graduating between September 1, 1982, and August 31, 1983, are included in this report and subsequent reports for the 1982-83 season. The 185 placement offices at the 160 participating colleges and universities reported 2,386 bachelor's offers, 281 inexperienced and 14 experienced master's offers, and 44 doctoral offers.

This report is designed to allow quick production and distribution to CPC members and *Salary Survey* subscribers. The intent is to distribute salary information as early as possible in the recruiting season. In those categories where there are few offers the data should be regarded only as an indication. Additional copies of the report can be obtained for $1.00 each.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

The study surveys a fairly consistent population which includes 185 placement offices at 160 colleges and universities throughout the United States. Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

The *Survey* is available only to members and *Salary Survey* subscribers of the College Placement Council and is intended for the professional use of its constituents. Formal reports are issued in January, March, and July. A Preliminary Report is issued in December and a Summer Supplement in October.

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AVERAGE MONTHLY SALARY OFFERS

DECEMBER 1982
Preliminary Report - 9/1/82 to 12/3/82

Bachelor's Degree Candidates
(Data Combined for Men and Women)

By Curriculum for All Types of Employers	Number of Offers Preliminary 1982-83	Number of Offers Preliminary 1981-82	Average Dollar Offers Preliminary 1982-83	Average Dollar Offers Preliminary 1981-82	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
BUSINESS									
Accounting	490	571	$1,541	$1,535	$1,545	-0.3	$1,750	$1,550	$1,330
Business-General (incl. Mgmt.)	268	384	1,461	1,380	1,477	-1.1	1,916	1,458	1,060
Marketing & Distribution	100	131	1,348	1,318	1,370	-1.6	1,666	1,363	1,000
HUMANITIES & SOCIAL SCIENCES									
Humanities	69	62	1,194	1,158	1,283	-6.9	1,700	1,166	875
Economics[1]	12	18	1,276	1,380	1,543	-17.3	*	*	*
Other Social Sciences	148	103	1,202	1,176	1,286	-6.5	1,600	1,126	900
ENGINEERING									
Aeronautical	33	34	1,908	1,842	1,973	-3.3	2,175	2,015	1,560
Chemical	79	293	2,251	2,236	2,256	-0.2	2,450	2,292	2,015
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	72	229	1,805	1,880	1,925	-6.2	2,200	1,780	1,400
Electrical (incl. Computer Engrg.)	428	523	2,054	2,000	2,064	-0.5	2,291	2,100	1,750
Geological	5	46	2,117	2,218	2,253	-6.0	*	*	*
Industrial	58	160	2,010	2,009	2,023	-0.6	2,275	2,000	1,666
Mechanical	225	577	2,047	2,059	2,098	-2.4	2,333	2,117	1,633
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	12	31	2,145	2,031	2,106	1.9	*	*	*
Mining	6	22	2,179	2,004	2,114	3.1	*	*	*
Nuclear (incl. Engrg. Physics)	6	19	2,123	1,909	2,039	4.1	*	*	*
Petroleum	17	304	2,607	2,488	2,539	2.7	*	*	*
Engineering Technology	76	118	1,962	1,846	1,958	0.2	2,200	1,997	1,500
SCIENCES									
Agricultural Sciences	39	38	1,342	1,286	1,391	-3.5	1,800	1,250	1,000
Biological Sciences	26	17	1,338	1,239	1,375	-2.7	1,800	1,269	1,000
Chemistry	13	10	1,695	1,768	1,751	-3.2	*	*	*
Computer Science	157	148	1,864	1,785	1,908	-2.3	2,150	1,900	1,583
Health (Medical) Professions	15	28	1,299	1,275	1,492	-12.9	*	*	*
Mathematics	18	28	1,601	1,693	1,777	-9.9	*	*	*
Other Physical & Earth Sciences	14	43	1,825	1,951	1,980	-7.8	*	*	*
Totals	2,386	3,937							

[1]Includes economics programs with both business and social science orientation.
*Not computed for fewer than 20 offers.

AVERAGE MONTHLY SALARY OFFERS

DECEMBER 1982
Preliminary Report - 9/1/82 to 12/3/82

Bachelor's Degree Candidates
(Data Combined for Men and Women)

Functional Area for All Types of Employers	Number of Offers Preliminary 1982-83	Number of Offers Preliminary 1981-82	Average Dollar Offers Preliminary 1982-83	Average Dollar Offers Preliminary 1981-82	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
Accounting/Auditing	502	577	$1,537	$1,533	$1,546	-0.6	$1,750	$1,542	$1,333
Business Administration	168	165	1,492	1,435	1,469	1.6	2,000	1,500	1,000
Communications	30	51	1,211	1,205	1,384	-12.5	1,600	1,138	875
Community & Service Orgs. Work	41	35	1,191	1,086	1,154	3.2	1,700	1,075	816
EDP-Programming/Systems	162	167	1,869	1,765	1,890	-1.1	2,150	1,912	1,583
Engineering	933	2,202	2,050	2,100	2,105	-2.6	2,350	2,100	1,667
Farm & Natural Resources Mgmt.	10	14	1,269	1,275	1,394	-9.0	*	*	*
Finance & Economics	75	95	1,361	1,439	1,546	-12.0	1,715	1,300	1,000
Health (Medical) Services	33	39	1,237	1,283	1,440	-14.1	1,500	1,200	820
Manufacturing &/or Industrial Operations	80	90	1,865	1,844	1,884	-1.0	2,220	1,950	1,300
Mathematics/Statistics	13	20	1,458	1,609	1,741	-16.3	*	*	*
Merchandising/Sales Promotion	112	178	1,278	1,225	1,277	0.1	1,625	1,208	1,000
Personnel/Employee Relations	14	22	1,340	1,312	1,402	-4.4	*	*	*
Research--Non-Scientific	11	15	1,380	1,847	1,596	-13.5	*	*	*
Research--Scientific	49	78	1,709	1,861	1,924	-11.2	2,233	1,733	1,050
Rotational Training--Non-Technical	44	38	1,307	1,277	1,328	-1.6	1,580	1,292	1,000
Rotational Training--Technical	15	36	1,605	1,927	2,001	-19.8	*	*	*
Sales--Non-Technical Degree	86	100	1,312	1,343	1,434	-8.5	1,667	1,317	950
Sales--Technical/Scientific Degree	8	15	1,782	1,743	1,922	-7.3	*	*	*
Totals	2,386	3,937							

*Not computed for fewer than 20 offers.

AVERAGE MONTHLY SALARY OFFERS

DECEMBER 1982
Preliminary Report - 9/1/82 to 12/3/82
(Data Combined for Men and Women)

Master's Degree Candidates
Inexperienced (One year or less
of full-time, non-military employment)

Graduate Program	Number of Offers Preliminary 1982-83	Number of Offers Preliminary 1981-82	Average Dollar Offers Preliminary 1982-83	Average Dollar Offers Preliminary 1981-82	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
BUSINESS									
Accounting	29	36	$1,882	$1,783	$1,847	1.9	$2,208	$1,800	$1,583
MBA--Non-Technical Undergraduate	75	114	1,872	1,826	2,135	-12.3	2,375	1,917	1,417
MBA--Technical Undergraduate	13	15	2,148	2,027	2,314	-7.2	*	*	*
MS-Business (incl. Management, Marketing, Finance, etc.)	18	14	2,147	2,103	2,099	2.3	*	*	*
Industrial Management (incl. Industrial Administration)	1	1	1,900	1,542	1,988	-4.4	*	*	*
Administration (incl. Public, Hospital, etc.)	21	16	1,970	1,846	1,726	14.1	2,420	2,000	1,575
HUMANITIES & SOCIAL SCIENCES									
Humanities	10	7	1,693	1,343	1,512	12.0	*	*	*
Social Sciences	24	11	1,521	1,720	1,552	-2.0	2,000	1,500	1,050
ENGINEERING									
Chemical	5	7	2,325	2,380	2,459	-5.4	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	7	6	2,180	2,037	2,249	-3.1	*	*	*
Electrical (incl. Computer Engrg.)	21	33	2,332	2,212	2,369	-1.6	2,585	2,372	2,000
Industrial	6	1	2,198	2,000	2,295	-4.2	*	*	*
Mechanical	16	30	2,351	2,254	2,332	0.8	*	*	*
Nuclear (incl. Engrg. Physics)	3	3	1,983	2,250	2,300	-13.8	*	*	*
SCIENCES									
Chemistry	3	10	2,167	1,949	1,987	9.1	*	*	*
Computer Science	16	22	2,323	2,070	2,267	2.5	*	*	*
Geology & Related Geological Sciences	10	24	2,514	2,291	2,422	3.8	*	*	*
Mathematics	2	7	1,765	2,008	2,162	-18.4	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./Science & Ceramics)	1	3	2,567	2,498	2,320	10.7	*	*	*
Totals	281	360							

*Not computed for fewer than 20 offers.

AVERAGE MONTHLY SALARY OFFERS

DECEMBER 1982
Preliminary Report - 9/1/82 to 12/3/82
(Data Combined for Men and Women)

Master's Degree Candidates Experienced[1]

Graduate Program	Number of Offers Preliminary 1982-83	Number of Offers Preliminary 1981-82	Average Dollar Offers Preliminary 1982-83	Average Dollar Offers Preliminary 1981-82	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
Over 1 to 2 years									
MBA--Non-Technical Undergraduate	5	12	$1,933	$1,889	$2,348	-17.7	*	*	*
MBA--Technical Undergraduate	2	5	2,500	2,140	2,462	1.5	*	*	*
Over 2 to 4 years									
MBA--Non-Technical Undergraduate	2	14	1,665	2,094	2,503	-33.5	*	*	*
MBA--Technical Undergraduate	2	1	2,500	2,833	2,596	-3.7	*	*	*
Over 4 years									
MBA--Non-Technical Undergraduate	3	8	2,388	1,836	2,443	-2.3	*	*	*
MBA--Technical Undergraduate	+	1	+	1,666	2,635		*	*	*
Totals	14	41							

Doctoral Degree Candidates

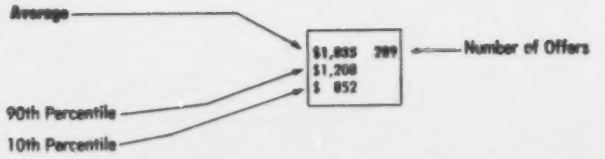
Graduate Program	Number of Offers Preliminary 1982-83	Number of Offers Preliminary 1981-82	Average Dollar Offers Preliminary 1982-83	Average Dollar Offers Preliminary 1981-82	Average Dollar Offers July 1982	% Change From July	Percentiles 90th	Percentiles 50th	Percentiles 10th
ENGINEERING									
Chemical	2	3	$3,230	$2,920	$3,019	7.0	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	1	2	2,140	2,559	2,851	-24.9	*	*	*
Electrical (incl. Computer Engrg.)	13	6	3,001	2,964	3,099	-3.2	*	*	*
Mechanical	3	4	3,239	2,904	2,959	9.5	*	*	*
SCIENCES									
Chemistry	12	9	2,485	2,527	2,719	-8.6	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	1	3	2,925	1,883	2,544	15.0	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./Science & Ceramics)	2	+	3,042	+	2,968	2.5	*	*	*
Physics	10	1	2,834	2,350	2,785	1.8	*	*	*
Totals	44	28							

[1]Years of previous full-time, non-military employment.
*Not computed for fewer than 20 offers.
+No offers reported.

Monthly beginning salary offers to all candidates by curriculum and employer

Preliminary Report ■ December 1982 ■ Data combined for men and women*

Diagram indicates arrangement of data in blocks.



The 90th percentile is that salary offer above which 10 percent of the offers are located. The 10th percentile is that salary offer below which 10 percent of the offers are located. Not computed for fewer than 20 offers.

CURRICULUM	BUSINESS			MANUFACTURING ■ INDUSTRIAL											GOV'T ■ NON-PROFIT		
	Accounting—Public	Banking, Finance, & Insurance	Manufacturing (Retail & Wholesale) & Services	Aerospace, Electronics, & Instruments	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Electrical Machinery & Equipment	Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat Gas)	Research &/or Consulting Organizations	Tire & Rubber	Utilities—Public (incl. Transportation)	Government—Federal	Government—Local / State	Non-Profit Org. & Educational Institutions
BACHELOR'S DEGREE																		
NON-TECHNICAL																		
Accounting	$1,546 390 $1,750 $1,375	$1,388 14	$1,436 18	$1,696 5	$1,331 3		$1,748 4	$1,768 6	$1,671 5	$1,717 2	$1,783 5	$1,672 16	$1,917 1		$1,304 2	$1,263 9	$1,411 8	$1,443 2
Business—General (incl. Mgmt.)	$1,680 11	$1,351 42 $1,800 $1,000	$1,261 64 $1,500 $1,016	$1,576 41 $1,950 $1,200	$1,330 2	$1,664 6	$1,640 10	$1,325 11	$1,709 18	$1,500 1	$1,789 4	$1,736 11	$1,455 21 $2,000 $1,000		$1,522 10	$1,538 3	$1,304 5	$1,347 8
Marketing & Distribution		$1,494 7	$1,348 44 $1,625 $ 960	$1,586 9	$1,559 2	$1,465 5	$1,690 11	$1,122 4	$1,314 7	$1,458 2		$1,458 2	$1,693 2		$1,477 5			
Humanities	$1,166 1	$1,376 8	$1,092 31 $1,333 $ 833	$1,436 2			$1,690 1	$1,438 2	$1,500 1	$1,100 2			$1,658 3		$1,364 2	$1,314 2	$1,342 4	$1,860 10
Economics		$1,838 4	$1,317 2	$1,383 1				$1,375 1				$1,660 1	$1,440 1			$1,434 2		
Other Social Sciences		$1,197 11	$1,077 47 $1,400 $ 800	$1,846 2		$1,574 4	$1,488 4	$1,334 6	$1,213 2	$1,300 1	$1,477 3	$1,600 1	$1,239 9		$1,369 4	$1,386 15	$1,163 15	$1,080 24 $1,417 $ 766
MASTER'S DEGREE — INEXPERIENCED																		
MBA—Non-Technical Undergraduate Degree	$1,798 19	$1,719 15	$1,781 8	$2,055 10	$1,750 1		$2,102 6	$1,917 3	$1,700 1				$2,133 5		$1,833 1	$1,594 3		$1,823 3
MBA—Technical Undergraduate Degree		$1,800 1	$1,999 2	$2,338 4				$2,750 1			$2,300 1	$1,375 1	$2,279 2				$1,666 1	
BACHELOR'S SUMMARY																		
Non-Technical Curricula	$1,547 402 $1,750 $1,375	$1,328 86 $1,667 $1,000	$1,208 206 $1,541 $ 900	$1,577 60 $1,950 $1,200	$1,498 7	$1,493 15	$1,372 20 $1,865 $1,300	$1,475 30 $1,833 $1,041	$1,583 33 $1,916 $1,126	$1,419 8	$1,673 12	$1,674 31 $1,833 $1,375	$1,611 37 $2,000 $1,000		$1,479 23 $1,840 $1,000	$1,363 31 $1,667 $1,083	$1,382 32 $1,700 $1,000	$1,122 44 $1,417 $ 800
Technical Curricula	$1,673 12	$1,468 6	$1,358 39 $2,200 $1,000	$2,033 511 $2,250 $1,800	$2,084 43 $2,356 $1,750	$1,888 27 $2,292 $1,383	$2,077 70 $2,350 $1,595	$2,038 60 $2,250 $1,666	$1,932 21 $2,350 $1,208	$2,164 9	$2,089 37 $2,199 $1,965	$2,299 113 $2,650 $1,950	$1,838 29 $2,250 $1,200	$2,500 1	$2,048 105 $2,758 $1,700	$1,[illegible] 172 $1,698 $1,392	$1,393 17	$1,382 27 $1,666 $1,000

*Data in black tables are for period 9/1/82 through 12/3/82

Bachelor's Degree

TECHNICAL

CURRICULUM	BUSINESS			MANUFACTURING ■ INDUSTRIAL												GOV'T ■ NON-PROFIT		
	Accounting—Public	Banking, Finance, & Insurance	Merchandising (Retail & Wholesale) & Services	Aerospace, Electronics, & Instruments	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Electrical Machinery & Equipment	Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat. Gas)	Research &/or Consulting Organizations	Tire & Rubber	Utilities—Public (incl. Transportation)	Government—Federal	Government—Local / State	Non-Profit Orgs. & Educational Institutions
Aeronautical Engineering				$1,985 27 $2,227 $1,668												$1,560 6		
Chemical Engineering			$1,500 1	$2,116 7			$2,266 25 $2,350 $2,200		$2,236 5	$2,240 2	$2,016 2	$2,391 30 $2,450 $2,285	$2,300 1		$2,173 3	$1,543 3		
Civil Engineering (incl. Construction, Sanitary, & Transportation Engrg.)				$1,952 6	$1,750 1	$1,799 11	$1,400 1		$2,083 1	$2,042 1	$1,972 6	$2,342 1	$1,934 7		$2,037 7	$1,631 21 $1,794 $1,392	$1,660 9	
Electrical Engineering (incl. Computer Engrg.)			$2,144 4	$2,118 243 $2,285 $1,958	$1,937 8	$2,300 1	$2,123 6	$2,138 27 $2,275 $2,000		$2,212 3	$2,173 7	$2,248 9	$2,166 3		$2,140 40 $2,396 $1,950	$1,723 76 $1,975 $1,448	$1,898 1	
Geological Engineering						$1,950 1						$2,158 4						
Industrial Engineering	$1,675 5		$2,200 1	$2,023 19	$2,224 6		$2,125 6	$2,189 2	$2,194 6			$2,650 1		$2,500 1	$2,150 1	$1,679 9	$1,667 1	
Mechanical Engineering			$2,125 1	$2,095 52 $2,280 $1,958	$2,153 24 $2,350 $1,900	$2,222 5	$2,215 13	$1,940 11	$2,300 2	$2,159 2	$2,093 16	$2,268 22 $2,650 $2,050	$1,982 6		$2,137 36 $2,250 $1,898	$1,586 35 $1,798 $1,392		
Metallurgical Engineering (incl. Metallurgy & Ceramic Engrg.)				$2,013 6	$2,356 1						$2,119 4	$2,253 1						
Mining Engineering						$2,000 1					$2,075 1	$2,238 4						
Nuclear Engineering (incl. Engrg. Physics)								$2,292 1							$2,167 4	$1,777 1		
Petroleum Engineering											$2,100 1	$2,633 16						
Engineering Technology			$1,667 3	$2,012 52 $2,200 $1,825	$1,900 1	$1,731 6		$1,978 6	$1,917 1	$2,000 1		$2,273 2				$1,918 2	$1,834 2	
Agricultural Sciences		$1,175 2	$1,398 14		$1,420 1		$1,230 5	$1,666 1	$1,271 6			$1,667 3	$1,250 1			$1,669 2	$1,505 1	$1,222 3
Biological Sciences			$1,227 5	$1,734 2			$1,767 3						$1,150 3		$1,275 8	$1,500 1		$1,186 4
Chemistry				$1,750 1			$1,927 6					$1,750 1	$1,867 2					$1,879 3
Computer Science	$1,686 6	$1,688 3	$1,632 9	$1,930 89 $2,142 $1,667	$1,666 1	$1,725 2	$2,131 4	$1,843 10				$1,958 15	$1,947 3		$1,823 5	$1,643 5	$1,238 1	$1,565 4
Health (Medical) Professions							$1,600 1									$1,417 2	$1,300 1	$1,260 11
Mathematics	$1,583 1	$1,400 1		$2,020 4				$2,092 2							$1,583 1	$1,310 8		$1,300 1
Other Physical & Earth Sciences			$1,250 1	$1,994 3								$2,449 4	$1,597 3			$1,379 1	$ 850 1	$1,300 1

The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

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CPC Salary Survey

A study of 1982-1983 beginning offers / Formal Report No. 1, January 1983

The 1983 economic outlook continues to dominate the news. Some observers see the economy floundering until well into the year. Others anticipate an earlier recovery and still others detect stirrings of improvement already taking place.

The college placement-recruitment picture at this stage of the year seems to be reflected in this mirror of uncertainty. While some employers remain locked in hiring freezes, others appear to be marking time waiting to see what happens to the economy, and a few are stepping up their pace in some areas.

Amidst these mixed signals, perhaps the most accurate assessment of the 1982-83 recruiting year is that it will be "different."

During the early months of recruiting, the number of job offers was down, as indicated in the December Preliminary *Salary Survey* report. The Preliminary Report also found that average starting salary rates in most categories were below those in the July 1982 year-end report.

Data for this, the first formal *Salary Survey* report of the year, by and large substantiate the early findings but do not necessarily support a negative outlook.

As was the case in the December Preliminary Report, engineering graduates are the group most adversely affected by the decline in offers. Compared with a year ago, fewer offers were reported in virtually every engineering discipline.

On the other hand, the humanities and other social sciences disciplines registered increases in volume of offers while business and scientific disciplines in most cases experienced slight decreases.

The dramatic drop in engineering job offers, while noteworthy, should be kept in perspective. Over the last five years, engineering graduates rode the wave of continued acceleration of employer demand for new engineers. Because the number of engineering graduates generally did not come close to matching demand, employers had to make numerous offers to fill vacancies and students, in turn, had multiple offers from which to choose.

Now, because of the economy and hiring cutbacks, engineering supply and demand appear more closely in balance. Employers have to make fewer job offers to fill a position and, thus, the total volume of offers is down. This decline may, in many cases, reflect a return to more moderate levels of recruiting rather than a collapse of the job market for engineering graduates. The major difference is fewer offers per student.

In terms of average salary offers, some movement has taken place since the December Preliminary Report. In December the averages in all but five disciplines were below the July 1982 year-end figures. Now, most have at least drawn even with the July averages and several disciplines have experienced moderate beginning salary increases.

Those engineering disciplines with gains since July were up from less than 1 percent to 5.7 percent. Petroleum engineering graduates, despite a dramatic drop in volume of offers since last year, still commanded the top beginning salary average at $2,574 per month, an increase of 1.4 percent since the end of last year. Chemical engineering graduates appear to be particularly affected by the recent reversals. Nevertheless, their $2,269 average was topped by only petroleum engineering.

The three business disciplines just managed to top the July figures, each reporting less than a 1 percent gain over the year-end report.

The number of offers at the master's level, compared with January 1982, was down. Hard hit were engineering and science graduates and those receiving MBA degrees.

Repeating the pattern observed at the bachelor's level, starting salary averages in many graduate programs, including engineering, were below the closing offers in the July survey.

The January report covers the period from September 1, 1982 through January 7, 1983. The data include offers made to students graduating between September 1, 1982 and August 31, 1983. The 185 placement offices at the 160 participating colleges and universities reported 5,396 bachelor's offers, 580 offers to inexperienced and 96 offers to experienced master's degree candidates, and 86 doctoral offers.

Additional copies of this report may be obtained for 75 cents each.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

The study surveys a fairly consistent population which includes 185 placement offices at 160 colleges and universities throughout the United States. Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

The *Survey* is available only to members and *Salary Survey* subscribers of the College Placement Council and is intended for the professional use of its constituents. Formal reports are issued in January, March, and July. A Preliminary Report is issued in December and a Summer Supplement in October.

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AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

(Data Combined for Men and Women)

By Curriculum For All Types of Employers	Number of Offers		Average $ Offers		Percent Change in $ Offers from July 1982	Percentiles		
	January 1983	January 1982	January 1983	July 1982		90th	50th	10th
Business								
Accounting	1,362	1,445	$1,551	$1,545	0.4%	$1,708	$1,550	$1,375
Business—General (incl. Mgmt.)	549	711	1,478	1,477	0.1	1,900	1,500	1,064
Marketing & Distribution	249	279	1,379	1,370	0.7	1,667	1,375	1,016
Humanities and Social Sciences								
Humanities	97	87	1,214	1,283	- 5.4	1,700	1,168	875
Economics[1]	26	36	1,348	1,543	-12.6	1,667	1,312	1,016
Other Social Sciences	183	144	1,198	1,286	- 6.8	1,603	1,150	820
Engineering								
Aeronautical	62	81	2,032	1,973	3.0	2,330	2,087	1,625
Chemical	175	622	2,269	2,256	0.6	2,450	2,300	2,083
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	133	461	1,842	1,925	- 4.3	2,216	1,794	1,500
Electrical (incl. Computer Engrg.)	1,059	1,317	2,082	2,064	0.9	2,333	2,125	1,793
Geological	10	85	2,092	2,253	- 7.2	*	*	*
Industrial	155	322	2,043	2,023	1.0	2,278	2,083	1,750
Mechanical	556	1,272	2,062	2,098	- 1.7	2,333	2,125	1,740
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	26	92	2,211	2,106	5.0	2,550	2,200	1,920
Mining	9	46	2,108	2,114		*	*	*
Nuclear (incl. Engrg. Physics)	15	41	2,155	2,039	5.7	*	*	*
Petroleum	56	439	2,574	2,539	1.4	2,725	2,650	2,250
Engineering Technology	125	185	2,014	1,958	2.9	2,250	2,033	1,667
Sciences								
Agricultural Sciences	55	55	1,378	1,391	- 0.9	1,833	1,292	1,000
Biological Sciences	36	27	1,449	1,375	5.4	2,000	1,367	1,000
Chemistry	21	42	1,635	1,751	- 6.6	1,975	1,750	1,041
Computer Science	351	386	1,909	1,908	0.1	2,190	1,958	1,583
Health (Medical) Professions	30	33	1,362	1,492	- 8.7	1,605	1,472	1,056
Mathematics	34	50	1,635	1,777	- 8.0	2,083	1,677	1,114
Other Physical & Earth Sciences	22	66	1,804	1,980	- 8.9	2,417	1,870	1,200
	5,396	8,324						

[1] Includes economics programs with both business and social science orientation.

* Not computed for fewer than 20 offers.

The Committee on Statistical Services —1982-1983

Marvin J. Roth, Lafayette College (Chairperson); Bill W. Baker, Halliburton Services; Dennis E. Caffrey, Mobil Oil; Jack T. Carter, Fieldcrest Mills; Robert F. Menke, Arizona State University; Glenn T. Rosenthal, Ball State University; Susan C. Terrill, University of Wyoming. Ex Officio: Eugene R. Seeloff, Lehigh University; Herbert W. Robinson, U.S. Office of Personnel Management. Jesse M. Smith, Executive Director, College Placement Council; Judith O'Flynn Kayser, Manager, Statistical/Informational Services, College Placement Council.

Participating Placement Offices

Akron, Alabama A & M, Arizona, Arizona State, Arkansas-Fayetteville, Auburn, Baylor, Bentley, Boston, Brigham Young, Brown, Bucknell, Cal Tech, California: Berkeley-Los Angeles, California Poly-San Luis Obispo, California State: Chico-Fresno-Long Beach-Sacramento, California State Poly-Pomona, Carnegie-Mellon, Case Western Reserve, Cedar Crest, Chicago (Grad Bus), Clemson, Cleveland State, Colorado, Colorado Mines, Colorado State, Columbia, Columbia (Grad Bus), Connecticut, Cornell, CUNY: Bernard M. Baruch College-City College-Hunter College, Dartmouth, Delaware, Delaware State, Denver, Detroit, Duke, Duke (Grad Bus), Fairleigh Dickinson-Teaneck, Florida A & M, George Washington, Georgia, Georgia Tech, Grambling State, Grove City, Houston, IIT, Idaho, Illinois (Engrg, Com Bus), Indiana, Iowa, Iowa State, Iowa State (Sci & Hum), Jackson State, Kansas (Arts, Bus, Engrg), Kansas State, Kentucky, Lafayette, Lamar, Lehigh, Lincoln (PA), Louisiana Tech, MIT, Maine-Orono, Mary Washington, Massachusetts-Amherst, Memphis State, Michigan: Ann Arbor (Engrg, Govt Placement, Grad Bus)-Dearborn, Michigan State, Michigan Tech, Minnesota-Minneapolis (Mgmt), Mississippi, Mississippi State, Missouri: Columbia (Engrg)-Kansas City-Rolla-St. Louis, Montana, Montana State, Morgan State, Mount Holyoke, Nebraska-Lincoln, Nevada-Reno, New Jersey Tech, New Mexico, New Mexico State, NYU (Grad Bus), North Carolina: Chapel Hill-Greensboro, North Carolina A & T State, North Dakota, North Texas State, Northern Arizona, Northwestern, Northwestern (Kellogg), Ohio, Ohio State (Admin, Arts, Engrg), Oklahoma, Oklahoma State, Oklahoma State (Agri), Oregon, Oregon State, Penn, Penn (Wharton), Penn State: University Park-Capitol Campus, Pittsburgh, Polytechnic Institute of NY, Portland State, Prairie View A & M, Princeton, Purdue, Rensselaer, Rhode Island, Rochester, Rochester (Grad Mgmt), Rutgers: Camden (Arts and Science)-New Brunswick, San Diego State, San Jose State, Smith, South Carolina, South Dakota Mines, South Florida, Southern California, Southern California (Grad Bus), Southern Illinois: Carbondale-Edwardsville, Southern Methodist, Southern University-Baton Rouge, Stanford, Stanford (Grad Bus), SUNY-Buffalo, Temple, Tennessee-Knoxville, Tennessee State, Texas A & I, Texas A & M, Texas Tech, Texas: Arlington-Austin (Bus, Engrg)-El Paso, Toledo, Tulane, Union, Utah, Utah State, Vanderbilt, Vanderbilt (Owen), Vassar, Villanova, Virginia, Virginia (Colgate Darden), Virginia State, Virginia Tech, Wake Forest, Wake Forest (Babcock), Washington, Washington State, Wayne State, West Virginia, Wichita State, Williams, Wisconsin (Agri, Arts, Bus, Engrg), Worcester Poly, Yale, Yale (Grad Bus).

AVERAGE MONTHLY SALARY OFFERS

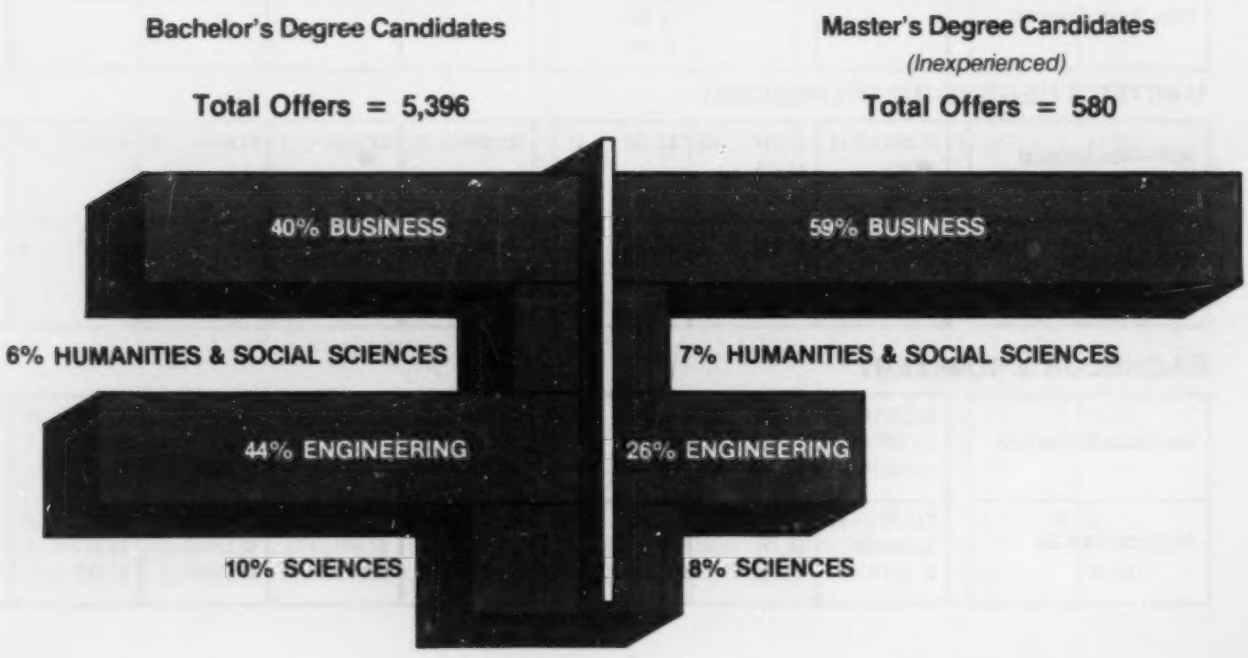
Bachelor's Degree Candidates

(Data Combined for Men and Women)

By Functional Area For All Types of Employers	Number of Offers		Average $ Offers		Percent Change in $ Offers from	Percentiles		
	January 1983	January 1982	January 1983	July 1982	July 1982	90th	50th	10th
Accounting/Auditing	1,384	1,454	$1,549	$1,546	0.2%	$1,708	$1,542	$1,375
Business Administration	302	291	1,461	1,469	- 0.5	1,916	1,417	1,000
Communications	35	62	1,265	1,384	- 8.6	2,000	1,166	833
Community & Service Orgs. Work	49	47	1,190	1,154	3.1	1,730	1,075	800
EDP-Programming/Systems	382	423	1,902	1,890	0.6	2,175	1,958	1,580
Engineering	2,223	4,662	2,085	2,105	- 1.0	2,375	2,125	1,750
Farm & Natural Resources Mgmt.	11	24	1,309	1,394	- 6.1	*	*	*
Finance & Economics	138	171	1,421	1,546	- 8.1	1,750	1,416	1,066
Health (Medical) Services	47	46	1,319	1,440	- 8.4	1,605	1,300	820
Manufacturing &/or Industrial Opns.	127	189	1,896	1,884	0.6	2,250	1,950	1,383
Mathematics/Statistics	24	43	1,558	1,741	-10.5	1,925	1,666	1,114
Merchandising/Sales Promotion	241	313	1,309	1,277	2.5	1,629	1,250	1,016
Personnel/Employee Relations	23	36	1,301	1,402	- 7.2	1,774	1,300	880
Research—Non-Scientific	20	22	1,432	1,596	-10.3	1,958	1,354	900
Research—Scientific	82	150	1,775	1,924	- 7.7	2,250	1,833	1,200
Rotational Training—Non-Technical	77	81	1,349	1,328	1.6	1,750	1,292	1,000
Rotational Training—Technical	28	66	1,621	2,001	-19.0	2,165	1,590	1,000
Sales—Non-Technical Degree	177	204	1,404	1,434	- 2.1	1,730	1,450	1,000
Sales—Tech./Scientific Degree	26	40	1,973	1,922	2.7	2,275	2,059	1,500
	5,396	8,324						

* Not computed for fewer than 20 offers.

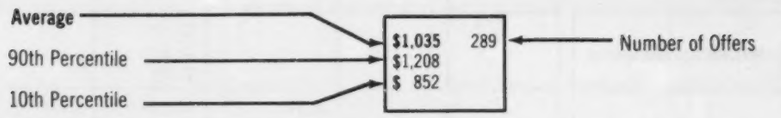
PROPORTION OF OFFERS BY CURRICULAR AREA



Monthly beginning salary offers to all candidates by curriculum and employer

Formal Report No. 1 ■ January 1983 ■ Data combined for men and women

Diagram indicates arrangement of data in blocks.



The 90th percentile is that salary offer above which 10 percent of the offers are located. The 10th percentile is that salary offer below which 10 percent of the offers are located. Not computed for fewer than 20 offers.

NON-TECHNICAL

CURRICULUM	BUSINESS: Accounting—Public	BUSINESS: Banking, Finance, & Insurance	BUSINESS: Merchandising (Retail & Wholesale) & Services	MANUFACTURING + INDUSTRIAL: Aerospace, Electronics, & Instruments	MANUFACTURING + INDUSTRIAL: Automotive & Mechanical Equipment	MANUFACTURING + INDUSTRIAL: Building Materials Mfrs. & Construction	MANUFACTURING + INDUSTRIAL: Chemicals, Drugs, & Allied Products	MANUFACTURING + INDUSTRIAL: Electrical Machinery & Equipment	MANUFACTURING + INDUSTRIAL: Food & Beverage Processing	MANUFACTURING + INDUSTRIAL: Glass, Paper, Packaging, & Allied Products	MANUFACTURING + INDUSTRIAL: Metals & Metal Products	MANUFACTURING + INDUSTRIAL: Petroleum & Allied Products (incl. Nat. Gas)	MANUFACTURING + INDUSTRIAL: Research &/or Consulting Organizations	MANUFACTURING + INDUSTRIAL: Tire & Rubber	MANUFACTURING + INDUSTRIAL: Utilities—Public (incl. Transportation)	GOVERNMENT: Government—Federal	GOVERNMENT: Government—Local/State	GOVERNMENT: Non-Profit Orgs. & Educational Institutions
BACHELOR'S DEGREE																		
Accounting	$1,551 1,143 $1,708 $1,416	$1,402 30 $1,667 $1,000	$1,481 28 $1,833 $1,100	$1,641 13	$1,390 5		$1,672 12	$1,749 9	$1,605 17	$1,597 7	$1,638 9	$1,717 39 $1,833 $1,575	$1,917 1		$1,525 20 $1,600 $1,408	$1,268 14	$1,409 11	$1,411 4
Business—General (incl. Mgmt.)	$1,629 28 $1,875 $1,420	$1,362 108 $1,750 $1,000	$1,280 130 $1,525 $1,016	$1,615 72 $1,950 $1,250	$1,508 5	$1,658 9	$1,691 28 $2,010 $1,300	$1,513 18	$1,700 47 $1,916 $1,316	$1,497 8	$1,756 5	$1,745 29 $2,100 $1,375	$1,443 26 $2,000 $1,008	$ 958 1	$1,510 16	$1,447 5	$1,287 6	$1,247 8
Marketing & Distribution	$1,583 1	$1,413 15	$1,269 109 $1,625 $1,000	$1,465 16	$1,524 4	$1,489 10	$1,505 32 $1,750 $1,333	$1,444 12	$1,400 22 $1,666 $1,000	$1,442 4	$1,427 3	$1,594 7	$1,244 3	$1,021 2	$1,602 8		$1,700 1	
Humanities	$1,166 1	$1,218 11	$1,128 46 $1,400 $ 833	$1,341 4			$1,326 4	$1,653 3	$1,500 1	$1,381 4			$1,658 3	$1,350 1	$1,364 2	$1,314 2	$1,282 5	$1,060 10
Economics	$1,791 1	$1,248 8	$1,320 8	$1,500 2				$1,375 1				$1,660 1	$1,440 1			$1,378 3		$1,100 1
Other Social Sciences	$1,000 1	$1,119 15	$1,112 59 $1,400 $ 800	$1,719 5	$1,215 2	$1,274 4	$1,480 4	$1,354 6	$1,085 3	$1,300 1	$1,477 3	$1,675 2	$1,239 9		$1,569 4	$1,382 18	$1,129 19	$1,059 28 $1,417 $ 683
MASTER'S DEGREE-INEXPERIENCED																		
MBA—Non-Technical Undergraduate Degree	$1,806 47 $2,083 $1,500	$2,031 48 $2,375 $1,335	$1,702 13	$1,995 15	$2,193 3	$1,650 3	$1,987 9	$1,917 3	$2,042 4	$2,500 1	$2,166 1	$1,836 7	$2,231 9		$2,011 4	$1,594 3	$1,335 1	$1,823 3
MBA—Technical Undergraduate Degree	$2,135 4	$1,887 4	$1,959 2	$2,392 5			$2,171 6	$2,584 2			$2,500 1	$2,275 4	$2,279 2				$2,083 2	
BACHELOR'S SUMMARY																		
Non-Technical Curricula	$1,552 1,175 $1,708 $1,416	$1,339 187 $1,701 $1,000	$1,248 380 $1,583 $1,000	$1,590 112 $1,916 $1,250	$1,438 16	$1,518 23 $1,800 $1,144	$1,585 80 $1,865 $1,300	$1,526 49 $1,850 $1,083	$1,586 90 $1,916 $1,166	$1,490 24 $1,850 $1,200	$1,612 20 $1,833 $1,416	$1,715 78 $1,950 $1,440	$1,413 43 $2,000 $1,000	$1,087 4	$1,530 50 $1,916 $1,100	$1,348 42 $1,667 $1,083	$1,257 42 $1,700 $1,000	$1,117 51 $1,417 $ 800
Technical Curricula	$1,678 21 $1,750 $1,583	$1,521 26 $1,791 $1,100	$1,650 61 $2,240 $1,100	$2,097 1,231 $2,296 $1,890	$2,133 106 $2,340 $1,833	$1,964 66 $2,270 $1,500	$2,146 158 $2,350 $1,849	$2,079 134 $2,275 $1,875	$2,012 63 $2,298 $1,416	$2,231 24 $2,350 $2,017	$2,083 53 $2,200 $1,975	$2,332 243 $2,650 $1,950	$1,938 61 $2,250 $1,500	$2,220 5	$2,088 238 $2,333 $1,875	$1,655 357 $1,800 $1,400	$1,691 39 $2,167 $1,333	$1,341 44 $1,666 $1,000

Bachelor's Degree

TECHNICAL

CURRICULUM	Accounting—Public	Banking, Finance, & Insurance	Merchandising (Retail & Wholesale) & Services	Aerospace, Electronics, & Instruments	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Electrical Machinery & Equipment
Aeronautical Engineering				$2,119 50 $2,360 $1,750				
Chemical Engineering			$1,925 2	$2,132 16	$2,300 3		$2,283 63 $2,385 $2,200	
Civil Engineering (incl. Construction, Sanitary, & Transportation Engrg.)				$2,037 9	$1,750 1	$1,824 23 $2,050 $1,500	$1,400 1	$1,975
Electrical Engineering (incl. Computer Engrg.)	$1,667 2		$2,139 8	$2,144 625 $2,340 $1,995	$2,120 22 $2,253 $1,794	$2,135 8	$2,182 12	$2,165 6 $2,333 $2,000
Geological Engineering						$1,950 1		
Industrial Engineering	$1,696 7		$2,200 1	$2,039 54 $2,209 $1,865	$2,230 12	$2,065 6	$2,188 21 $2,550 $2,000	$1,978
Mechanical Engineering			$2,004 2	$2,118 161 $2,300 $1,950	$2,159 57 $2,340 $1,917	$2,152 15	$2,171 29 $2,350 $1,901	$2,008 2 $2,250 $1,666
Metallurgical Engineering (incl. Metallurgy & Ceramic Engrg.)				$2,043 7	$2,163 3		$2,317 3	$2,229
Mining Engineering						$2,000 1		
Nuclear Engineering (incl. Engrg. Physics)				$2,161 3				$2,176
Petroleum Engineering								
Engineering Technology			$1,467 3	$2,062 86 $2,250 $1,883	$2,017 3	$1,855 10		$1,990
Agricultural Sciences		$1,195 5	$1,360 17		$1,420 1		$1,230 5	$1,666
Biological Sciences			$1,227 5	$1,800 6			$1,596 4	$1,625
Chemistry			$1,667 1	$1,750 1			$1,864 9	
Computer Science	$1,677 11	$1,590 11	$1,757 21 $2,250 $1,500	$1,978 200 $2,190 $1,708	$1,771 4	$1,725 2	$2,095 10	$1,959 1
Health (Medical) Professions				$1,700 1			$1,600 1	
Mathematics	$1,583 1	$1,662 9		$1,958 7				$2,062
Other Physical & Earth Sciences		$1,335 1	$1,250 1	$2,086 5				

Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat. Gas)	Research &/or Consulting Organizations	Tire & Rubber	Utilities—Public (incl. Transportation)	Government—Federal	Government—Local/State	Non-Profit Orgs. & Educational Institutions
							$1,671 12		
$2,223 12	$2,277 8	$2,016 2	$2,405 55 $2,525 $2,291	$2,350 2		$2,184 4	$1,714 8		
$2,083 1	$2,042 1	$2,004 7	$2,247 3	$1,958 12		$2,056 17	$1,698 31 $2,002 $1,449	$1,663 25 $1,905 $1,333	
$2,100 1	$2,264 9	$2,177 8	$2,287 20 $2,433 $2,100	$2,171 12		$2,155 103 $2,396 $1,951	$1,688 158 $1,898 $1,448	$2,253 4	
			$2,108 9						
$2,197 15	$2,017 1	$1,800 2	$2,438 2	$2,166 1	$2,500 1	$2,114 8	$1,703 17	$1,734 2	
$2,220 13	$2,225 4	$2,088 24 $2,167 $1,965	$2,320 47 $2,600 $2,050	$2,032 13	$2,150 4	$2,117 68 $2,250 $2,000	$1,672 94 $1,800 $1,446		
		$2,126 6	$2,655 3			$2,283 2			
		$2,075 1	$2,233 6				$1,500 1		
						$2,190 9	$1,777 1		
		$2,180 1	$2,581 55 $2,725 $2,275						
$1,837 5	$2,000 1		$2,275 2	$2,000 1		$2,250 1	$1,947 3	$1,834 2	
$1,479 13			$1,708 4	$1,250 1			$1,253 4	$1,505 1	$1,222 3
$1,833 1				$1,362 4		$1,411 9	$1,250 2		$1,186 4
			$1,750 1	$1,731 4			$1,200 1		$1,070 4
$1,906 2		$2,104 2	$1,946 29 $2,125 $1,833	$1,874 8		$1,855 16	$1,425 8	$1,564 3	$1,633 6
							$1,417 2	$1,200 1	$1,341 25 $1,605 $1,027
			$2,000 1			$1,583 1	$1,281 11		$1,500 1
			$2,371 6	$1,597 3			$1,377 4	$ 850 1	$1,500 1

AVERAGE MONTHLY SALARY OFFERS

Master's Candidates-Inexperienced[1]

(Data Combined for Men and Women)

Graduate Program	Number of Offers: January 1983	Number of Offers: January 1982	Average $ Offers: January 1983	Average $ Offers: July 1982	Percent Change in $ Offers from July 1982	Percentiles: 90th	Percentiles: 50th	Percentiles: 10th
Business								
Accounting	82	74	$1,915	$1,847	3.7%	$2,100	$2,000	$1,667
MBA—Non-technical undergraduate								
Less than 1 year	174	230	1,925	2,135	– 9.8	2,400	2,000	1,450
Over 1 to 2 years[2]	40	22	2,097	2,348	–10.7	2,540	2,113	1,550
Over 2 to 4 years[2]	18	22	2,178	2,503	–13.0	*	*	*
Over 4 years[2]	14	13	2,431	2,443	– 0.5	*	*	*
MBA—Technical undergraduate								
Less than 1 year	32	32	2,203	2,314	– 4.8	2,608	2,270	1,667
Over 1 to 2 years[2]	12	14	2,773	2,462	12.6	*	*	*
Over 2 to 4 years[2]	7	1	2,292	2,596	–11.7	*	*	*
Over 4 years[2]	5	4	2,733	2,635	3.7	*	*	*
MS—Business (incl. Management, Marketing, Finance, etc.)	31	21	2,009	2,099	– 4.3	2,500	2,056	1,500
Industrial Mgmt. (incl. Industrial Admin.)	4	4	2,173	1,988	9.3	*	*	*
Administration (incl. Public, Hospital, etc.)	21	18	1,970	1,726	14.1	2,420	2,000	1,575
Humanities and Social Sciences								
Humanities	11	8	1,656	1,512	9.5	*	*	*
Social Sciences	28	21	1,548	1,552	– 0.3	2,000	1,500	1,050
Engineering								
Chemical	10	11	2,425	2,459	– 1.4	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	9	29	2,232	2,249	– 0.8	*	*	*
Electrical (incl. Computer Engrg.)	62	85	2,373	2,369	0.2	2,625	2,400	2,100
Industrial	13	10	2,292	2,295	– 0.1	*	*	*
Mechanical	47	69	2,394	2,332	2.7	2,667	2,375	2,123
Nuclear (incl. Engrg. Physics)	7	4	2,167	2,300	– 5.8	*	*	*
Sciences								
Chemistry	4	14	2,150	1,987	8.2	*	*	*
Computer Science	26	45	2,304	2,267	1.6	2,583	2,321	2,000
Geology & Related Geological Sciences	16	48	2,346	2,422	– 3.1	*	*	*
Mathematics	2	10	1,765	2,162	–18.4	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./Sc., & Ceramics)	1	9	2,567	2,320	10.7	*	*	*
	676	818						

Doctoral Candidates

Engineering								
Chemical	7	5	$3,073	$3,019	1.8%	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	3	2	2,572	2,851	– 9.8	*	*	*
Electrical (incl. Computer Engrg.)	17	15	2,989	3,099	– 3.6	*	*	*
Mechanical	6	5	3,107	2,959	5.0	*	*	*
Sciences								
Chemistry	24	26	2,254	2,719	–17.1	$2,783	$2,479	$1,167
Mathematics (incl. Operations Research, Statistics, & Actuarial Science)	9	4	2,393	2,544	– 5.9	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./Sc., & Ceramics)	3	1	2,958	2,968	– 0.3	*	*	*
Physics	17	3	2,724	2,785	– 2.2	*	*	*
	86	61						

[1] One year or less of full-time, non-military employment unless otherwise indicated.

[2] Years of previous full-time, non-military employment.

* Not computed for fewer than 20 offers.

The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

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4/83

CPC Salary Survey

A study of 1982-1983 beginning offers / Formal Report No. 2, March 1983

"The 1983 economic outlook continues to dominate the news. Some observers see the economy floundering until well into the year. Others anticipate an earlier recovery and still others detect stirrings of improvement already taking place."

That was the lead paragraph in the January 1983 *Salary Survey* report. The air of uncertainty that it described may be clearing, although even the experts can't tell for sure since some of the data are confusing.

Nevertheless, there are indications that the longest recession since the Depression may be nearing an end. If so, comments made by employers in CPC's *Recruiting 83* report were right on target when they predicted in the October report that "December graduates will have a rough time, but May graduates could see the market improve."

Although indecisive, these early stirrings of recovery should be good news to the class of '83, which has had to face a declining job market.

The problem, however, is the customary lag time between the first upward movement of the economy and the impact on employment. If a hiring rebound is under way, it is not yet evident in college placement-recruitment.

Although a few employers are stepping up their pace in some areas, others are still exercising caution. And there is a wide divergence of opinion about the pattern of activity for the rest of the year. Whether the recovery will be modest or rapid, and whether it will translate into increased employment for this year's graduates, may not be clear until the end of the recruitment year.

In an attempt to learn if increases in interviewing and hiring are beginning to take place, telephone calls were made to placement offices and employers.

The calls revealed a mixed picture. There were some indications that the picture is brightening; for example, some employers had re-scheduled campus visits they had previously canceled. On the whole, however, there were no consistent signs that employers have changed their hiring plans for the remainder of this academic year.

The data in this report still reflect the pattern evident during the early months of this recruiting season—fewer job offers and little movement in average starting salary rates.

Although the number of offers in the report more than doubled since the January issue, the 10,831 bachelor's offers were only about half the volume reported at this time a year ago.

As was the case in the earlier reports, engineering graduates were most affected by the decline in the number of offers.

In terms of average salary offers, five disciplines were still below the July 1982 year-end figures. The other disciplines experienced slight increases ranging from 1 percent to 3.9 percent. Four disciplines—aeronautical, metallurgical, mining, and nuclear engineering—actually lost ground since the January report. Each reported lower averages in this report.

Despite the drop in offers and only a moderate increase of less than 2 percent, petroleum engineering graduates still got the top dollar average—$2,587 per month. Chemical engineering graduates also still claimed second place. Their monthly average of $2,278 was a 1 percent increase since the end of last year.

The three business disciplines experienced only moderate beginning salary increases ranging from about 1 percent to 2.3 percent. By comparison, increases in the business category a year ago averaged from 8 percent to 9 percent.

At the master's level many graduate programs experienced some movement since the January report. At that time, the averages in the majority of programs were below the July 1982 figures. Now, all but nine are above the year-end figures.

The March report covers the period from September 1, 1982 through March 4, 1983. The data include offers made to students graduating between September 1, 1982 and August 31, 1983. The 185 placement offices at the 160 participating colleges and universities reported 10,831 bachelor's offers, 1,139 offers to inexperienced and 220 offers to experienced master's degree candidates, and 159 doctoral offers.

Additional copies of this report may be obtained for 75 cents each.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

The study surveys a fairly consistent population which includes 185 placement offices at 160 colleges and universities throughout the United States. Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

The *Survey* is available only to members and *Salary Survey* subscribers of the College Placement Council and is intended for the professional use of its constituents. Formal reports are issued in January, March, and July. A Preliminary Report is issued in December and a Summer Supplement in October.

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AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

(Data Combined for Men and Women)

By Curriculum For All Types of Employers	Number of Offers March 1983	Number of Offers March 1982	Average $ Offers March 1983	Average $ Offers July 1982	Percent Change in $ Offers from July 1982	Percentiles 90th	Percentiles 50th	Percentiles 10th
Business								
Accounting	2,833	3,847	$1,562	$1,545	1.1%	$1,725	$1,550	$1,408
Business—General (incl. Mgmt.)	873	1,435	1,490	1,477	0.9	1,916	1,500	1,083
Marketing & Distribution	393	575	1,402	1,370	2.3	1,750	1,416	1,083
Humanities and Social Sciences								
Humanities	125	151	1,188	1,283	– 7.4	1,667	1,166	833
Economics[1]	58	89	1,365	1,543	–11.5	1,660	1,379	1,016
Other Social Sciences	229	266	1,205	1,286	– 6.3	1,667	1,150	820
Engineering								
Aeronautical	155	171	1,960	1,973	– 0.7	2,318	2,080	1,449
Chemical	458	2,025	2,278	2,256	1.0	2,500	2,300	2,083
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	239	1,086	1,858	1,925	– 3.5	2,210	1,794	1,500
Electrical (incl. Computer Engrg.)	2,431	3,333	2,111	2,064	2.3	2,325	2,150	1,794
Geological	16	176	2,172	2,253	– 3.6	*	*	*
Industrial	271	806	2,043	2,023	1.0	2,250	2,100	1,750
Mechanical	1,225	3,168	2,091	2,098	– 0.3	2,333	2,150	1,793
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	76	224	2,176	2,106	3.3	2,319	2,185	1,920
Mining	13	89	1,974	2,114	– 6.6	*	*	*
Nuclear (incl. Engrg. Physics)	29	104	2,118	2,039	3.9	2,308	2,135	1,795
Petroleum	130	819	2,587	2,539	1.9	2,750	2,650	2,250
Engineering Technology	228	449	2,021	1,958	3.2	2,250	2,051	1,667
Sciences								
Agricultural Sciences	74	147	1,344	1,391	– 3.4	1,833	1,250	1,000
Biological Sciences	44	53	1,451	1,375	5.5	2,000	1,400	1,000
Chemistry	48	85	1,686	1,751	– 3.7	1,975	1,750	1,100
Computer Science	661	1,007	1,931	1,908	1.2	2,175	1,983	1,616
Health (Medical) Professions	103	158	1,632	1,492	9.4	2,083	1,600	1,200
Mathematics	82	160	1,712	1,777	– 3.7	2,150	1,771	1,200
Other Physical & Earth Sciences	37	185	1,826	1,980	– 7.8	2,458	2,007	1,148
	10,831	20,608						

[1]Includes economics programs with both business and social science orientation.
*Not computed for fewer than 20 offers.

The Committee on Statistical Services —1982-1983

Marvin J. Roth, Lafayette College (Chairperson); Bill W. Baker, Halliburton Services; Dennis E. Caffrey, Mobil Oil; Jack T. Carter, Fieldcrest Mills; Robert F. Menke, Arizona State University; Glenn T. Rosenthal, Ball State University; Susan C. Terrill, University of Wyoming. Ex Officio: Eugene R. Seeloff, Lehigh University; Herbert W. Robinson, U.S. Office of Personnel Management. Jesse M. Smith, Executive Director, College Placement Council; Judith O'Flynn Kayser, Manager, Statistical/Informational Services, College Placement Council.

Participating Placement Offices

Akron, Alabama A & M, Arizona, Arizona State, Arkansas-Fayetteville, Auburn, Baylor, Bentley, Boston, Brigham Young, Brown, Bucknell, Cal Tech, California: Berkeley-Los Angeles, California Poly-San Luis Obispo, California State: Chico-Fresno-Long Beach-Sacramento, California State Poly-Pomona, Carnegie-Mellon, Case Western Reserve, Cedar Crest, Chicago (Grad Bus), Clemson, Cleveland State, Colorado, Colorado Mines, Colorado State, Columbia, Columbia (Grad Bus), Connecticut, Cornell, CUNY: Bernard M. Baruch College-City College-Hunter College, Dartmouth, Delaware, Delaware State, Denver, Detroit, Duke, Duke (Grad Bus), Fairleigh Dickinson-Teaneck, Florida A & M, George Washington, Georgia, Georgia Tech, Grambling State, Grove City, Houston; IIT, Idaho, Illinois (Engrg, Com Bus), Indiana, Iowa, Iowa State, Iowa State (Sci & Hum), Jackson State, Kansas (Arts, Bus, Engrg), Kansas State, Kentucky, Lafayette, Lamar, Lehigh, Lincoln (PA), Louisiana Tech, MIT, Maine-Orono, Mary Washington, Massachusetts-Amherst, Memphis State, Michigan: Ann Arbor (Engrg, Govt Placement, Grad Bus)-Dearborn, Michigan State, Michigan Tech, Minnesota-Minneapolis (Mgmt), Mississippi, Mississippi State, Missouri: Columbia (Engrg)-Kansas City-Rolla-St. Louis, Montana, Montana State, Morgan State, Mount Holyoke, Nebraska-Lincoln, Nevada-Reno, New Jersey Tech, New Mexico, New Mexico State, NYU (Grad Bus), North Carolina: Chapel Hill-Greensboro, North Carolina A & T State, North Dakota, North Texas State, Northern Arizona, Northwestern, Northwestern (Kellogg), Ohio, Ohio State (Admin, Arts, Engrg), Oklahoma, Oklahoma State, Oklahoma State (Agri), Oregon, Oregon State, Penn, Penn (Wharton), Penn State: University Park-Capitol Campus, Pittsburgh, Polytechnic Institute of NY, Portland State, Prairie View A & M, Princeton, Purdue, Rensselaer, Rhode Island, Rochester, Rochester (Grad Mgmt), Rutgers: Camden (Arts and Science)-New Brunswick, San Diego State, San Jose State, Smith, South Carolina, South Dakota Mines, South Florida, Southern California, Southern California (Grad Bus), Southern Illinois: Carbondale-Edwardsville, Southern Methodist, Southern University-Baton Rouge, Stanford, Stanford (Grad Bus), SUNY-Buffalo, Temple, Tennessee-Knoxville, Tennessee State, Texas A & I, Texas A & M, Texas Tech, Texas: Arlington-Austin (Bus, Engrg)-El Paso, Toledo, Tulane, Union, Utah, Utah State, Vanderbilt, Vanderbilt (Owen), Vassar, Villanova, Virginia, Virginia (Colgate Darden), Virginia State, Virginia Tech, Wake Forest, Wake Forest (Babcock), Washington, Washington State, Wayne State, West Virginia, Wichita State, Williams, Wisconsin (Agri, Arts, Bus, Engrg), Worcester Poly, Yale, Yale (Grad Bus).

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

(Data Combined for Men and Women)

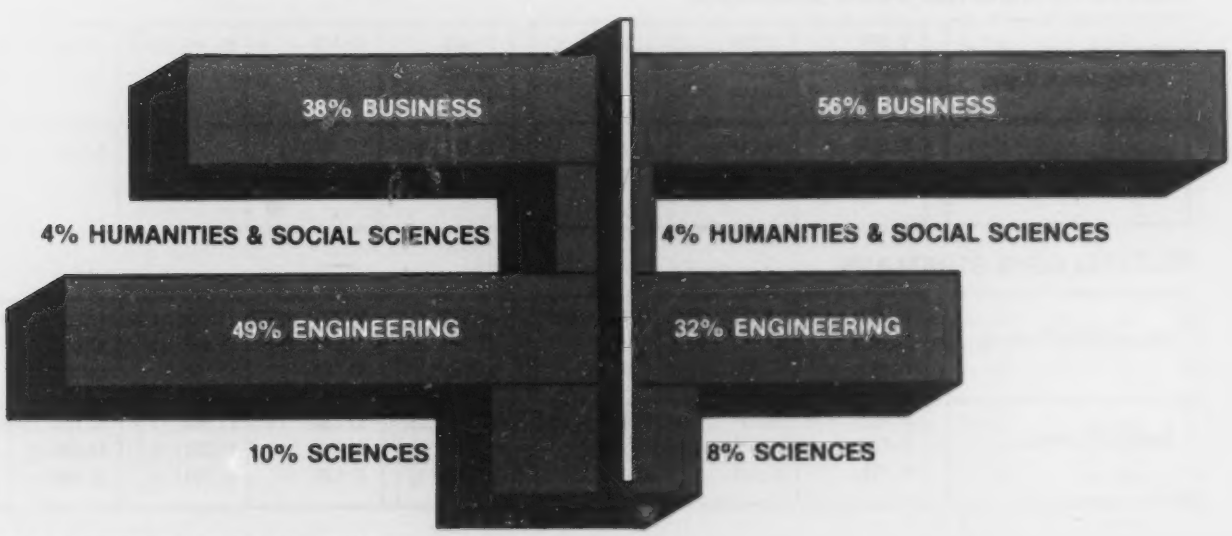
By Functional Area For All Types of Employers	Number of Offers		Average $ Offers		Percent Change in $ Offers from	Percentiles		
	March 1983	March 1982	March 1983	July 1982	July 1982	90th	50th	10th
Accounting/Auditing	2,876	3,884	$1,560	$1,546	0.9%	$1,725	$1,550	$1,400
Business Administration	510	721	1,464	1,469	– 0.3	1,916	1,462	1,000
Communications	50	99	1,204	1,384	–13.0	1,755	1,125	800
Community & Service Orgs. Work	74	99	1,211	1,154	4.9	1,667	1,146	816
EDP-Programming/Systems	752	1,132	1,933	1,890	2.3	2,180	1,984	1,584
Engineering	4,945	11,711	2,114	2,105	0.4	2,375	2,150	1,793
Farm & Natural Resources Mgmt.	17	71	1,353	1,394	– 2.9	*	*	*
Finance & Economics	219	336	1,436	1,546	– 7.1	1,770	1,417	1,083
Health (Medical) Services	125	182	1,568	1,440	8.9	2,083	1,583	1,100
Manufacturing &/or Industrial Opns.	215	439	1,907	1,884	1.2	2,250	2,000	1,400
Mathematics/Statistics	46	132	1,587	1,741	– 8.9	2,140	1,633	1,114
Merchandising/Sales Promotion	319	509	1,317	1,277	3.1	1,667	1,250	1,016
Personnel/Employee Relations	35	65	1,241	1,402	–11.5	1,750	1,250	750
Research—Non-Scientific	29	46	1,487	1,596	– 6.8	2,050	1,375	900
Research—Scientific	153	373	1,829	1,924	– 4.9	2,300	1,890	1,200
Rotational Training—Non-Technical	119	153	1,373	1,328	3.4	1,820	1,300	1,000
Rotational Training—Technical	64	206	1,843	2,001	– 7.9	2,225	2,029	1,166
Sales—Non-Technical Degree	248	376	1,422	1,434	– 0.8	1,750	1,450	1,000
Sales—Tech./Scientific Degree	35	74	1,961	1,922	2.0	2,275	2,000	1,333
	10,831	20,608						

*Not computed for fewer than 20 offers.

PROPORTION OF OFFERS BY CURRICULAR AREA

Bachelor's Degree Candidates*

Total Offers = 10,831



Master's Degree Candidates

(Inexperienced)

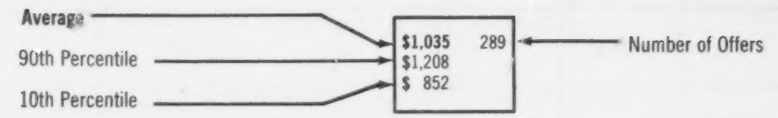
Total Offers = 1,139

**Due to rounding of figures, total may not equal 100%*

Monthly beginning salary offers to all candidates by curriculum and employer

Formal Report No. 2 ■ March 1983 ■ Data combined for men and women

Diagram indicates arrangement of data in blocks.



The 90th percentile is that salary offer above which 10 percent of the offers are located. The 10th percentile is that salary offer below which 10 percent of the offers are located. Not computed for fewer than 20 offers.

NON-TECHNICAL

CURRICULUM	BUSINESS			MANUFACTURING ■ INDUSTRIAL												GOVT ■ NON-PROFIT		
	Accounting—Public	Banking, Finance, & Insurance	Merchandising (Retail & Wholesale) & Services	Aerospace, Electronics, & Instruments	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Electrical Machinery & Equipment	Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat. Gas)	Research &/or Consulting Organizations	Tire & Rubber	Utilities—Public (incl. Transportation)	Government—Federal	Government—Local/State	Non-Profit Orgs. & Educational Institutions
BACHELOR'S DEGREE																		
Accounting	$1,561 2,394 $1,708 $1,425	$1,431 60 $1,701 $1,083	$1,442 40 $1,833 $1,100	$1,656 33 $1,875 $1,458	$1,369 9	$1,575 3	$1,641 20 $1,865 $1,500	$1,707 16	$1,567 27 $1,710 $1,100	$1,552 12	$1,619 14	$1,709 121 $1,825 $1,575	$1,656 3		$1,552 34 $1,620 $1,415	$1,298 17	$1,430 23 $1,642 $1,268	$1,389 7
Business—General (incl. Mgmt.)	$1,641 49 $1,875 $1,450	$1,384 199 $1,800 $1,000	$1,281 190 $1,541 $1,025	$1,655 109 $2,005 $1,250	$1,545 9	$1,633 15	$1,739 39 $2,083 $1,500	$1,555 28 $1,875 $1,100	$1,662 53 $1,916 $1,300	$1,356 17	$1,756 5	$1,799 49 $2,100 $1,460	$1,503 39 $2,000 $1,000	$1,229 2	$1,628 35 $2,166 $1,130	$1,418 9	$1,300 9	$1,228 17
Marketing & Distribution	$1,583 1	$1,391 26 $1,750 $1,015	$1,294 179 $1,625 $1,000	$1,494 19	$1,596 7	$1,509 15	$1,548 44 $1,790 $1,333	$1,495 25 $1,650 $1,033	$1,463 33 $1,833 $1,125	$1,447 7	$1,427 3	$1,667 11	$1,288 5	$1,021 2	$1,582 10		$1,478 3	$1,404 3
Humanities	$1,166 1	$1,228 12	$1,095 62 $1,375 $ 800	$1,392 5	$1,667 1		$1,285 5	$1,653 3	$1,500 1	$1,381 4			$1,658 3	$1,350 1	$1,364 2	$1,439 4	$1,282 5	$1,030 16
Economics	$1,568 8	$1,279 19	$1,272 13	$1,500 2		$1,575 1	$1,566 1	$1,458 2	$1,350 1	$1,511 3		$1,280 2	$1,440 1		$1,600 1	$1,378 3		$1,100 1
Other Social Sciences	$1,000 1	$1,110 18	$1,099 70 $1,333 $ 800	$1,719 5	$1,215 2	$1,185 5	$1,569 5	$1,393 7	$1,085 3	$1,300 1	$1,477 3	$1,675 2	$1,239 9		$1,722 5	$1,377 20 $1,667 $1,066	$1,201 26 $1,600 $ 975	$1,118 47 $1,575 $ 750
MASTER'S DEGREE-INEXPERIENCED																		
MBA—Non-Technical Undergraduate Degree	$1,815 119 $2,042 $1,575	$2,054 89 $2,335 $1,500	$1,724 19	$2,023 24 $2,416 $1,667	$2,076 4	$1,706 4	$2,115 16	$1,971 4	$2,101 6	$2,500 1	$2,133 2	$2,015 12	$2,123 14		$2,069 5	$1,594 3	$1,335 1	$1,618 4
MBA—Technical Undergraduate Degree	$2,018 7	$1,887 4	$2,139 3	$2,385 15			$2,256 9	$2,529 4			$2,500 1	$2,310 5	$2,347 9		$2,311 3	$2,750 1	$2,083 2	$1,500 1
BACHELOR'S SUMMARY																		
Non-Technical Curricula	$1,562 2,454 $1,708 $1,425	$1,367 334 $1,750 $1,000	$1,253 554 $1,600 $1,000	$1,630 173 $2,000 $1,250	$1,482 28 $1,875 $1,167	$1,522 39 $1,800 $1,144	$1,619 114 $1,970 $1,300	$1,554 81 $1,830 $1,100	$1,566 118 $1,863 $1,125	$1,435 44 $1,792 $1,000	$1,607 25 $1,833 $1,416	$1,725 185 $1,909 $1,500	$1,460 60 $2,000 $1,000	$1,170 5	$1,592 87 $2,083 $1,130	$1,363 53 $1,690 $1,083	$1,313 66 $1,666 $1,000	$1,153 91 $1,542 $ 766
Technical Curricula	$1,654 34 $1,792 $1,458	$1,531 45 $2,000 $1,125	$1,673 98 $2,235 $1,100	$2,113 2,820 $2,295 $1,917	$2,135 198 $2,333 $1,835	$1,967 134 $2,250 $1,500	$2,185 395 $2,350 $1,908	$2,113 335 $2,250 $1,925	$2,046 103 $2,300 $1,416	$2,201 77 $2,333 $2,041	$2,109 109 $2,210 $1,975	$2,366 529 $2,700 $2,000	$1,961 131 $2,333 $1,428	$2,205 12	$2,120 446 $2,333 $1,916	$1,683 659 $1,907 $1,416	$1,719 75 $2,083 $1,358	$1,556 120 $2,000 $1,080

TECHNICAL

Bachelor's Degree

CURRICULUM	BUSINESS			MANUFACTURING & INDUSTRIAL										GOVT & NON-PROFIT		
	Accounting—Public	Banking, Finance, & Insurance	Merchandising (Retail & Wholesale) & Services	Aerospace, Electronics, & Instruments	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Electrical Machinery & Equipment	Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat. Gas)	Research &/or Consulting Organizations	Tire & Rubber	Utilities—Public (incl. Transportation)	Government—Federal	Government—Local/State	Non-Profit Orgs. & Educational Institutions
Aeronautical Engineering	$1,043 1	$1,250 1	$1,233 3	$2,070 121 $2,330 $1,711	$2,150 1	$1,475 2									$1,800 1	$1,621 25 $1,800 $1,400		
Chemical Engineering			$2,050 3	$2,143 44 $2,292 $1,958	$2,247 5	$2,085 5	$2,296 169 $2,399 $2,200	$2,475 1	$2,269 25 $2,350 $2,091	$2,264 26 $2,350 $2,167	$2,038 3	$2,408 136 $2,550 $2,225	$2,297 5	$2,240 3	$2,178 10	$1,816 22 $2,082 $1,450	$1,642 1	
Civil Engineering (incl. Construction, Sanitary, & Transportation Engrg.)			$1,804 2	$2,044 16	$1,875 2	$1,848 36 $2,125 $1,500	$1,901 3	$1,950 3	$2,194 3	$2,145 3	$2,048 10	$2,292 9	$1,931 19		$2,046 27 $2,400 $1,651	$1,719 62 $1,800 $1,450	$1,665 44 $1,892 $1,442	
Electrical Engineering (incl. Computer Engrg.)	$1,680 3	$2,000 1	$2,102 15	$2,152 1,500 $2,317 $2,000	$2,137 44 $2,327 $1,800	$2,155 18	$2,191 42 $2,325 $2,125	$2,154 198 $2,250 $2,000	$2,222 5	$2,209 22 $2,300 $2,024	$2,193 17	$2,367 57 $2,583 $2,100	$2,199 35 $2,417 $2,083		$2,179 189 $2,400 $2,017	$1,716 274 $1,946 $1,448	$2,069 10	$2,041 1
Geological Engineering						$1,950 1						$2,186 15						
Industrial Engineering	$1,687 8		$1,850 2	$2,054 120 $2,245 $1,876	$2,113 18	$2,066 11	$2,194 31 $2,350 $2,083	$2,071 10	$2,206 18	$2,069 3	$1,800 2	$2,438 2	$1,900 4	$2,500 1	$2,134 13	$1,725 23 $1,794 $1,448	$1,734 2	$1,722 3
Mechanical Engineering			$2,061 3	$2,128 446 $2,290 $1,950	$2,180 94 $2,340 $1,950	$2,151 27 $2,297 $2,000	$2,219 74 $2,350 $2,125	$2,084 61 $2,235 $1,900	$2,214 24 $2,292 $2,108	$2,185 12	$2,155 40 $2,200 $2,000	$2,337 90 $2,543 $2,083	$2,017 26 $2,220 $1,750	$2,211 7	$2,137 138 $2,260 $2,000	$1,712 181 $1,898 $1,448	$1,767 2	
Metallurgical Engineering (incl. Metallurgy & Ceramic Engrg.)				$2,123 15	$2,138 9	$2,100 1	$2,284 7	$2,212 4			$2,155 25 $2,208 $2,083	$2,500 5			$2,289 6	$1,807 4		
Mining Engineering						$2,000 1	$2,200 1				$1,640 4	$2,233 6				$1,500 1		
Nuclear Engineering (incl. Engrg. Physics)				$2,181 6				$2,176 2				$2,250 1			$2,160 17	$1,672 3		
Petroleum Engineering		$2,333 1									$2,180 1	$2,392 127 $2,750 $2,250	$2,625 1					
Engineering Technology			$1,467 3	$2,083 143 $2,250 $1,900	$2,141 9	$1,818 30 $2,200 $1,333	$2,267 5	$2,028 11	$1,837 5	$2,111 3	$1,867 3	$2,275 2	$1,750 3		$2,069 3	$1,723 5	$1,778 3	
Agricultural Sciences		$1,216 9	$1,330 24 $1,800 $1,000		$1,420 1		$1,313 6	$1,666 1	$1,402 16			$1,708 4	$1,347 3			$1,188 6	$1,505 1	$1,222 3
Biological Sciences			$1,227 5	$1,800 6			$1,684 6	$1,625 1	$1,833 1				$1,346 6		$1,411 9	$1,250 2		$1,261 8
Chemistry			$1,484 2	$1,750 1			$1,822 25 $1,975 $1,595		$1,458 1	$1,875 1		$2,267 3	$1,601 5	$1,765 1		$1,236 3	$1,667 1	$1,076 5
Computer Science	$1,670 21 $1,875 $1,458	$1,635 20 $2,000 $1,208	$1,796 27 $2,250 $1,500	$1,996 364 $2,190 $1,776	$1,913 15	$1,725 2	$2,051 23 $2,225 $1,880	$1,981 33 $2,220 $1,600	$1,987 3	$2,136 7	$1,992 4	$1,977 58 $2,133 $1,833	$1,879 20 $2,083 $1,708		$1,891 28 $2,191 $1,607	$1,454 21 $1,840 $1,114	$1,789 6	$1,467 9
Health (Medical) Professions			$1,900 6	$1,700 1			$1,575 2									$1,417 2	$1,632 3	$1,620 89 $2,083 $1,200
Mathematics	$1,583 1	$1,545 12	$1,350 1	$1,939 24 $2,150 $1,750			$1,883 1	$2,104 10	$1,516 1			$1,857 5	$1,333 1		$1,945 5	$1,301 19	$1,375 1	$1,500 1
Other Physical & Earth Sciences		$1,135 1	$1,199 2	$2,032 13					$1,083 1			$2,345 9	$1,597 3			$1,378 6	$ 850 1	$1,500 1

AVERAGE MONTHLY SALARY OFFERS

Master's Candidates-Inexperienced[1]

(Data Combined for Men and Women)

Graduate Program	Number of Offers March 1983	Number of Offers March 1982	Average $ Offers March 1983	Average $ Offers July 1982	Percent Change in $ Offers from July 1982	Percentiles 90th	Percentiles 50th	Percentiles 10th
Business								
Accounting	171	224	$1,915	$1,847	3.7%	$2,100	$1,917	$1,667
MBA—Non-technical undergraduate								
Less than 1 year	327	529	1,936	2,135	− 9.3	2,350	1,958	1,500
Over 1 to 2 years[2]	71	80	2,062	2,348	−12.2	2,540	2,083	1,533
Over 2 to 4 years[2]	58	108	2,171	2,503	−13.3	2,917	2,084	1,625
Over 4 years[2]	45	70	2,350	2,443	− 3.8	2,917	2,333	1,750
MBA—Technical undergraduate								
Less than 1 year	64	105	2,263	2,314	− 2.2	2,733	2,303	1,745
Over 1 to 2 years[2]	23	28	2,534	2,462	2.9	3,417	2,500	1,750
Over 2 to 4 years[2]	13	9	2,370	2,596	− 8.7	*	*	*
Over 4 years[2]	10	15	2,912	2,635	10.5	*	*	*
MS—Business (incl. Management, Marketing, Finance, etc.)	44	65	2,018	2,099	− 3.9	2,500	2,045	1,500
Industrial Mgmt. (incl. Industrial Admin.)	8	15	2,182	1,988	9.8	*	*	*
Administration (incl. Public, Hospital, etc.)	23	21	1,936	1,726	12.2	2,420	1,935	1,500
Humanities and Social Sciences								
Humanities	12	12	1,595	1,512	5.5	*	*	*
Social Sciences	33	36	1,652	1,552	6.4	2,291	1,500	1,087
Engineering								
Chemical	23	69	2,458	2,459	0	2,650	2,525	2,175
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	18	72	2,289	2,249	1.8	*	*	*
Electrical (incl. Computer Engrg.)	163	202	2,418	2,369	2.1	2,665	2,420	2,200
Industrial	25	34	2,347	2,295	2.3	2,600	2,370	2,088
Mechanical	123	175	2,406	2,332	3.2	2,650	2,395	2,167
Nuclear (incl. Engrg. Physics)	10	6	2,222	2,300	− 3.4	*	*	*
Sciences								
Chemistry	5	29	2,141	1,987	7.8	*	*	*
Computer Science	48	79	2,303	2,267	1.6	2,550	2,329	2,150
Geology & Related Geological Sciences	30	131	2,425	2,422	0.1	2,708	2,500	1,917
Mathematics	5	15	2,039	2,162	− 5.7	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./Sc., & Ceramics)	7	23	2,456	2,320	5.9	*	*	*
	1,359	2,152						

Doctoral Candidates

Engineering								
Chemical	19	23	$3,097	$3,019	2.6%	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	4	4	2,712	2,851	− 4.9	*	*	*
Electrical (incl. Computer Engrg.)	39	41	3,129	3,099	1.0	$3,583	$3,125	$2,675
Mechanical	11	14	3,172	2,959	7.2	*	*	*
Sciences								
Chemistry	41	78	2,352	2,719	−13.5	2,941	2,583	1,292
Mathematics (incl. Operations Research, Statistics, & Actuarial Science)	12	8	2,504	2,544	− 1.6	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./Sc., & Ceramics)	4	17	3,042	2,968	2.5	*	*	*
Physics	29	22	2,802	2,785	0.6	3,325	2,950	2,225
	159	207						

[1]One year or less of full-time, non-military employment unless otherwise indicated.

[2]Years of previous full-time, non-military employment.

*Not computed for fewer than 20 offers.

The College Placement Council
62 Highland Avenue / Bethlehem, PA 18017

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CPC Salary Survey

A study of 1982-1983 beginning offers / Formal Report No. 3, July 1983

In January, when this year's first formal *Salary Survey* report was released, an air of uncertainty surrounded the economic recovery. By the time of the March report, there were continuing mixed signals and confusion as to whether the recession was nearing an end.

In more recent weeks, however, it has become apparent that economic recovery is finally a reality. In general, the business mood is upbeat. Confidence is spreading. Corporate America, it seems, has trimmed down to fighting weight and is ready to bounce back.

Unfortunately, the end of the long period of economic uncertainty arrived too late to appreciably improve the employment situation for the class of 1983. This year end report confirms what everyone knew was taking place—the number of job offers extended to this year's college graduates was down sharply. For example, 33,604 offers were reported for bachelor's degree candidates, compared with 51,290 a year ago.

To maintain proper perspective, it is important, when examining the data in this report or making comparisons with previous years, to keep several points in mind.

First, the meteoric rise in both volume of offers and percentage increases in starting salary rates in recent years prior to 1982-83 will, in retrospect, probably prove to be atypical.

Second, while many employers had fewer job openings, the number of offers in the report was probably influenced by the fact that students accepted offers earlier and more quickly, allowing employers to make fewer offers to fill available positions.

One interesting development was that non-technical graduates fared better in many cases than their counterparts in the technical disciplines. The growing interest in non-technical candidates was reflected in starting salaries, with all disciplines in both the business and humanities groups experiencing increases over July 1982.

Humanities was the only curriculum at the bachelor's level to report more offers than last year. Although at the lower end of the salary scale, humanities also recorded the largest percentage increase—7.6 percent—in the average salary offer.

Eight of the 25 bachelor's disciplines ended the year with averages below those in July 1982. Those that did report increases generally advanced only 1 percent to 3 percent compared with a year ago, a pattern not seen since the early 1970s when average increases hovered around the 1 percent to 2 percent level.

Although petroleum engineering managed to hold on to the top salary spot—$2,568 per month—the number of offers dropped dramatically.

And, while the monthly average of $2,228 for chemical engineers ranked second, it was actually 1.2 percent below last July's figure.

The number of offers to engineers continued the downhill trend for a second straight year. This year their proportion of the total volume dropped to 50 percent—the lowest level since 1976.

A comparison of men's and women's salary offers reveals no significant differences in the engineering group. Women fared slightly better in some engineering disciplines, while men received higher average offers in others.

In the business, humanities and social sciences, and sciences group, the average salary offer to women was lower in all cases except economics.

At the master's level the story was slightly different. Things seemed to improve appreciably at the end of the year. Several disciplines recorded more offers than last year and almost all reported increases in starting rates.

MBAs, in particular, had a good showing. Those MBA candidates with a technical undergraduate degree reported

(continued on page 11)

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

The study surveys a fairly consistent population which includes 185 placement offices at 160 colleges and universities throughout the United States. Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

The *Survey* is available only to members and *Salary Survey* subscribers of the College Placement Council and is intended for the professional use of its constituents. Formal reports are issued in January, March, and July. A Preliminary Report is issued in December and a Summer Supplement in October.

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AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

(Data Combined for Men and Women)

By Curriculum For All Types of Employers	Number of Offers		Average $ Offers		Percent Change in $ Offers from July 1982	Percentiles		
	July 1983	July 1982	July 1983	July 1982		90th	50th	10th
Business								
Accounting	5,618	8,221	$1,565	$1,545	1.3%	$1,750	$1,560	$1,400
Business—General (incl. Mgmt.)	3,272	4,175	1,486	1,477	0.6	1,916	1,500	1,083
Marketing & Distribution	1,457	1,743	1,411	1,370	3.0	1,750	1,416	1,076
Humanities and Social Sciences								
Humanities	715	651	1,380	1,283	7.6	1,958	1,333	900
Economics[1]	577	618	1,590	1,543	3.1	2,041	1,542	1,200
Other Social Sciences	810	899	1,320	1,286	2.6	1,833	1,250	888
Engineering								
Aeronautical	439	553	2,004	1,973	1.6	2,295	2,075	1,603
Chemical	1,156	3,986	2,228	2,256	– 1.2	2,458	2,250	1,967
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	892	2,326	1,869	1,925	– 2.9	2,200	1,833	1,500
Electrical (incl. Computer Engrg.)	8,285	9,976	2,128	2,064	3.1	2,317	2,166	1,837
Geological	35	311	2,089	2,253	– 7.3	2,416	2,250	1,410
Industrial	841	1,644	2,048	2,023	1.2	2,266	2,083	1,794
Mechanical	3,883	7,338	2,096	2,098	– 0.1	2,310	2,135	1,794
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	277	519	2,146	2,106	1.9	2,300	2,175	1,833
Mining	30	156	2,041	2,114	– 3.5	2,300	2,050	1,550
Nuclear (incl. Engrg. Physics)	114	244	2,078	2,039	1.9	2,276	2,145	1,777
Petroleum	307	1,090	2,568	2,539	1.1	2,750	2,650	2,250
Engineering Technology	624	1,105	2,006	1,958	2.5	2,250	2,041	1,667
Sciences								
Agricultural Sciences	297	469	1,375	1,391	– 1.2	1,833	1,333	1,000
Biological Sciences	149	169	1,419	1,375	3.2	1,935	1,417	923
Chemistry	147	262	1,712	1,751	– 2.2	2,095	1,750	1,200
Computer Science	2,572	3,227	1,941	1,908	1.7	2,208	2,000	1,542
Health (Medical) Professions	423	439	1,584	1,492	6.2	2,000	1,541	1,260
Mathematics	517	708	1,799	1,777	1.2	2,166	1,837	1,379
Other Physical & Earth Sciences	167	461	1,746	1,980	–11.8	2,333	1,791	1,114
	33,604	51,290						

[1]Includes economics programs with both business and social science orientation.

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

(Data Combined for Men and Women)

By Functional Area For All Types of Employers	Number of Offers		Average $ Offers		Percent Change in $ Offers from July 1982	Percentiles		
	July 1983	July 1982	July 1983	July 1982		90th	50th	10th
Accounting/Auditing	5,795	8,336	$1,565	$1,546	1.2%	$1,750	$1,560	$1,384
Business Administration	1,792	2,284	1,464	1,469	– 0.3	1,916	1,450	1,000
Communications	232	259	1,498	1,384	8.2	2,200	1,454	900
Community & Service Orgs. Work	182	253	1,175	1,154	1.8	1,600	1,118	791
EDP-Programming/Systems	3,041	3,580	1,943	1,890	2.8	2,225	2,000	1,542
Engineering	15,648	27,334	2,115	2,105	0.5	2,333	2,150	1,794
Farm & Natural Resources Mgmt.	106	168	1,326	1,394	– 4.9	1,750	1,271	1,000
Finance & Economics	1,189	1,350	1,563	1,546	1.1	2,000	1,583	1,167
Health (Medical) Services	494	543	1,530	1,440	6.3	1,940	1,500	1,166
Manufacturing &/or Industrial Opns.	607	1,127	1,924	1,884	2.1	2,252	2,000	1,420
Mathematics/Statistics	287	543	1,734	1,741	– 0.4	2,105	1,775	1,333
Merchandising/Sales Promotion	1,251	1,432	1,318	1,277	3.2	1,666	1,250	1,000
Personnel/Employee Relations	156	225	1,375	1,402	– 1.9	1,875	1,333	985
Research—Non-Scientific	241	170	1,649	1,596	3.3	2,166	1,666	1,025
Research—Scientific	505	968	1,805	1,924	– 6.2	2,275	1,875	1,200
Rotational Training—Non-Technical	494	614	1,397	1,328	5.2	1,920	1,333	1,083
Rotational Training—Technical	274	595	1,900	2,001	– 5.1	2,250	2,038	1,379
Sales—Non-Technical Degree	1,133	1,245	1,464	1,434	2.1	1,833	1,500	1,083
Sales—Tech./Scientific Degree	177	264	1,880	1,922	– 2.2	2,250	1,958	1,400
	33,604	51,290						

PROPORTION OF OFFERS BY CURRICULAR AREA

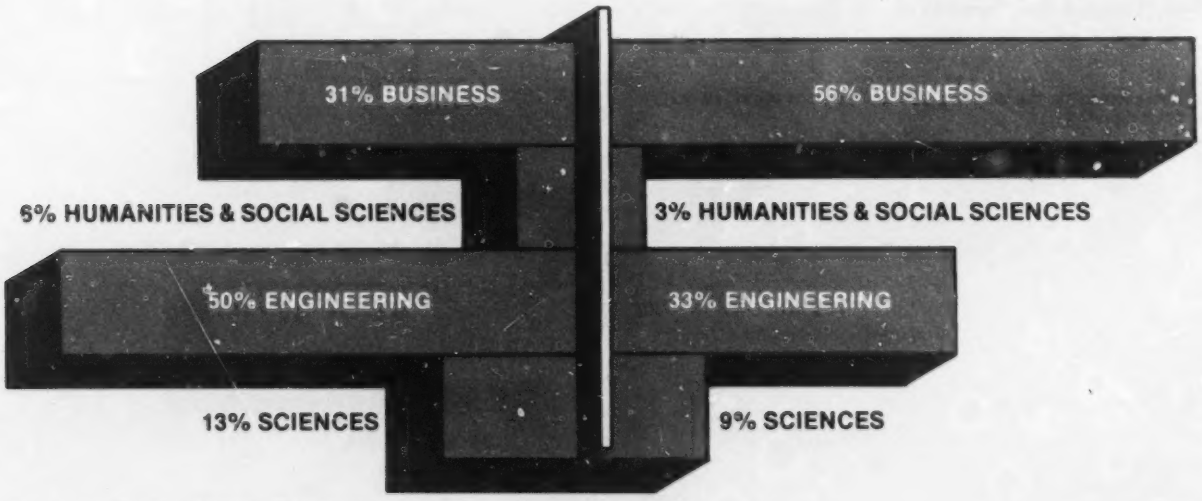
Bachelor's Degree Candidates

Total Offers = 33,604

Master's Degree Candidates

(Inexperienced)

Total Offers = 4,799*



**Due to rounding of figures, total may not equal 100%.*

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

(Data Separate for Men and Women)

By Curriculum For All Types of Employers	MEN				WOMEN			
	Number of Offers		Average $ Offers		Number of Offers		Average $ Offers	
	July 1983	July 1982	July 1983	July 1982	July 1983	July 1982	July 1983	July 1982
Business								
Accounting	3,339	5,009	$1,567	$1,543	2,279	3,212	$1,561	$1,547
Business—General (incl. Mgmt.)	2,043	2,745	1,495	1,496	1,229	1,430	1,472	1,440
Marketing & Distribution	895	1,001	1,446	1,412	562	742	1,355	1,314
Humanities and Social Sciences								
Humanities	288	273	1,457	1,362	427	378	1,328	1,227
Economics[1]	369	389	1,588	1,579	208	229	1,593	1,482
Other Social Sciences	360	416	1,427	1,375	450	483	1,234	1,209
Engineering								
Aeronautical	380	487	2,008	1,973	59	66	1,981	1,972
Chemical	779	2,969	2,222	2,253	377	1,017	2,238	2,263
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	700	1,983	1,865	1,924	192	343	1,881	1,930
Electrical (incl. Computer Engrg.)	7,239	8,945	2,128	2,062	1,046	1,031	2,132	2,079
Geological	28	259	2,049	2,254	7	52	2,250	2,250
Industrial	532	1,164	2,031	2,023	309	480	2,078	2,024
Mechanical	3,372	6,603	2,095	2,096	511	735	2,105	2,113
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	199	417	2,148	2,100	78	102	2,142	2,129
Mining	30	151	2,041	2,113	†	5	†	2,139
Nuclear (incl. Engrg. Physics)	98	209	2,074	2,028	16	35	2,106	2,102
Petroleum	245	965	2,569	2,542	62	125	2,565	2,518
Engineering Technology	595	1,041	2,007	1,962	29	64	1,981	1,884
Sciences								
Agricultural Sciences	247	385	1,390	1,422	50	84	1,298	1,249
Biological Sciences	61	87	1,492	1,415	88	82	1,369	1,332
Chemistry	77	163	1,741	1,747	70	99	1,681	1,757
Computer Science	1,578	2,017	1,960	1,907	994	1,210	1,911	1,909
Health (Medical) Professions	57	64	1,733	1,722	366	375	1,560	1,453
Mathematics	259	377	1,824	1,794	258	331	1,774	1,757
Other Physical & Earth Sciences	120	372	1,802	2,006	47	89	1,603	1,871
	23,890	38,491			9,714	12,799		

[1]Includes economics programs with both business and social science orientation.
†No offers reported.

AVERAGE MONTHLY SALARY OFFERS

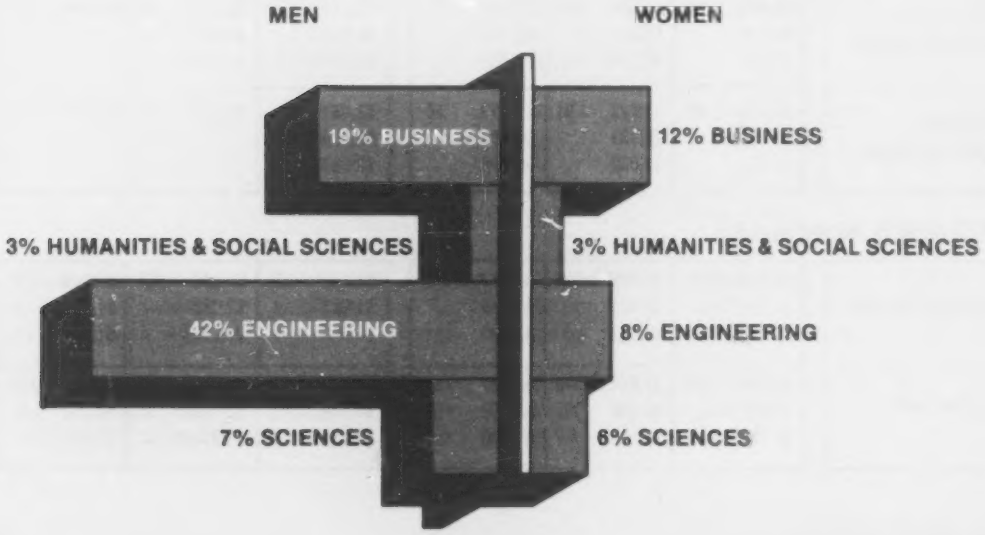
Bachelor's Degree Candidates

(Data Separate for Men and Women)

By Functional Area For All Types of Employers	MEN				WOMEN			
	Number of Offers		Average $ Offers		Number of Offers		Average $ Offers	
	July 1983	July 1982	July 1983	July 1982	July 1983	July 1982	July 1983	July 1982
Accounting/Auditing	3,443	5,075	$1,570	$1,546	2,352	3,261	$1,558	$1,546
Business Administration	1,064	1,412	1,503	1,504	728	872	1,405	1,412
Communications	121	127	1,600	1,515	111	132	1,386	1,257
Community & Service Orgs. Work	70	122	1,285	1,266	112	131	1,106	1,049
EDP-Programming/Systems	1,821	2,230	1,968	1,896	1,220	1,350	1,907	1,881
Engineering	13,162	23,572	2,113	2,101	2,486	3,762	2,128	2,129
Farm & Natural Resources Mgmt.	87	138	1,329	1,406	19	30	1,309	1,336
Finance & Economics	763	880	1,547	1,565	426	470	1,593	1,511
Health (Medical) Services	75	107	1,679	1,548	419	436	1,503	1,414
Manufacturing &/or Industrial Opns.	482	911	1,953	1,897	125	216	1,809	1,828
Mathematics/Statistics	158	315	1,752	1,756	129	228	1,711	1,722
Merchandising/Sales Promotion	675	763	1,369	1,339	576	669	1,258	1,206
Personnel/Employee Relations	79	110	1,448	1,492	77	115	1,301	1,316
Research—Non-Scientific	143	106	1,688	1,749	98	64	1,592	1,343
Research—Scientific	341	696	1,862	1,957	164	272	1,685	1,842
Rotational Training—Non-Technical	274	375	1,442	1,355	220	239	1,340	1,286
Rotational Training—Technical	214	478	1,936	2,012	60	117	1,770	1,953
Sales—Non-Technical Degree	780	862	1,492	1,450	353	383	1,402	1,398
Sales—Tech./Scientific Degree	138	212	1,866	1,917	39	52	1,931	1,939
	23,890	38,491			9,714	12,799		

PROPORTION OF TOTAL OFFERS BY SEX

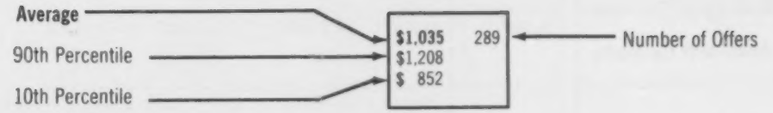
Bachelor's Degree Candidates Total Offers = 33,604



Monthly beginning salary offers to all candidates by curriculum and employer

Formal Report No. 3 ■ July 1983 ■ Data combined for men and women

Diagram indicates arrangement of data in blocks.



The 90th percentile is that salary offer above which 10 percent of the offers are located. The 10th percentile is that salary offer below which 10 percent of the offers are located. Not computed for fewer than 20 offers.

NON-TECHNICAL

CURRICULUM	BUSINESS			MANUFACTURING ■ INDUSTRIAL												GOVT ■ NON-PROFIT		
	Accounting—Public	Banking, Finance, & Insurance	Merchandising (Retail & Wholesale) & Services	Aerospace, Electronics, & Instruments	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Electrical Machinery & Equipment	Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat. Gas)	Research &/or Consulting Organizations	Tire & Rubber	Utilities—Public (incl. Transportation)	Government—Federal	Government—Local/State	Non-Profit Orgs. & Educational Institutions
BACHELOR'S DEGREE																		
Accounting	$1,571 4,481 $1,750 $1,433	$1,424 176 $1,701 $1,042	$1,425 115 $1,800 $1,100	$1,609 95 $1,832 $1,333	$1,507 30 $1,833 $1,167	$1,477 20 $1,775 $1,083	$1,651 61 $1,865 $1,400	$1,574 50 $1,750 $1,083	$1,569 64 $1,710 $1,250	$1,538 31 $1,708 $1,375	$1,625 27 $1,833 $1,425	$1,691 231 $1,825 $1,500	$1,531 19	$1,575 1	$1,574 81 $1,833 $1,408	$1,338 49 $1,441 $1,125	$1,429 68 $1,641 $1,250	$1,324 19
Business—General (incl. Mgmt.)	$1,655 115 $1,875 $1,500	$1,434 886 $1,833 $1,050	$1,276 792 $1,542 $1,000	$1,679 343 $2,000 $1,333	$1,690 35 $2,300 $1,240	$1,576 50 $2,000 $1,200	$1,656 176 $2,000 $1,300	$1,592 111 $1,866 $1,200	$1,615 189 $1,916 $1,216	$1,521 71 $1,833 $1,100	$1,547 24 $2,050 $1,083	$1,779 115 $2,150 $1,375	$1,588 97 $2,000 $1,125	$1,525 14	$1,684 106 $2,100 $1,235	$1,420 81 $1,833 $1,114	$1,286 22 $1,500 $ 950	$1,279 45 $1,667 $ 850
Marketing & Distribution	$1,600 5	$1,390 103 $1,750 $1,000	$1,289 653 $1,584 $1,000	$1,500 90 $1,750 $1,200	$1,612 36 $1,875 $1,350	$1,524 43 $1,667 $1,350	$1,600 161 $1,800 $1,350	$1,459 70 $1,650 $1,042	$1,512 122 $1,833 $1,125	$1,513 52 $1,800 $1,258	$1,579 29 $1,920 $1,208	$1,669 18	$1,268 18	$1,279 10	$1,558 30 $2,000 $1,100	$1,351 5	$1,427 5	$1,340 7
Humanities	$1,522 14	$1,567 145 $2,000 $1,100	$1,220 281 $1,583 $ 866	$1,639 34 $2,000 $1,225	$1,633 3	$1,263 9	$1,594 31 $1,800 $1,333	$1,913 17	$1,448 17	$1,362 15	$1,850 6	$1,475 2	$1,634 31 $2,083 $1,200	$1,540 4	$1,433 13	$1,419 25 $1,792 $ 995	$1,085 21 $1,500 $ 875	$1,036 47 $1,300 $ 750
Economics	$1,587 30 $1,791 $1,500	$1,628 308 $2,042 $1,250	$1,293 75 $1,625 $1,040	$1,627 18		$1,617 5	$1,579 14	$1,657 18	$1,580 22 $1,835 $1,350	$1,605 15	$1,969 3	$1,650 6	$1,872 36 $2,167 $1,346	$1,655 1	$1,690 8	$1,271 9	$1,354 2	$1,513 7
Other Social Sciences	$1,590 6	$1,520 148 $2,000 $1,000	$1,166 254 $1,500 $ 867	$1,494 24 $1,790 $1,166	$1,386 5	$1,462 7	$1,546 28 $1,785 $1,272	$1,581 21 $1,958 $1,100	$1,299 14	$1,469 6	$1,478 8	$1,683 3	$1,472 35 $2,000 $1,050	$1,200 1	$1,588 22 $2,125 $1,100	$1,366 50 $1,690 $1,066	$1,249 55 $1,600 $ 958	$1,140 123 $1,625 $ 766
MASTER'S DEGREE-INEXPERIENCED																		
MBA—Non-Technical Undergraduate Degree	$1,892 282 $2,166 $1,625	$2,350 524 $3,083 $1,715	$2,086 127 $2,750 $1,375	$2,217 125 $2,500 $1,900	$2,367 33 $3,000 $1,750	$2,044 15	$2,348 72 $2,750 $1,791	$2,363 33 $3,000 $1,666	$2,450 83 $2,916 $1,833	$2,452 16	$2,062 9	$2,304 47 $3,000 $1,850	$2,291 75 $3,000 $1,700	$2,357 5	$2,218 37 $2,750 $1,550	$1,814 9	$1,512 10	$2,035 16
MBA—Technical Undergraduate Degree	$2,120 61 $2,400 $1,833	$2,622 91 $3,333 $2,000	$2,493 38 $3,083 $1,916	$2,431 81 $2,750 $2,083	$2,833 10	$2,127 4	$2,611 81 $2,916 $2,290	$2,715 23 $3,300 $2,210	$2,719 35 $2,833 $2,500	$2,746 6	$2,437 9	$2,607 34 $3,083 $1,950	$2,599 32 $3,666 $2,000		$2,574 17	$2,416 2	$2,083 2	$1,500 1
BACHELOR'S SUMMARY																		
Non-Technical Curricula	$1,573 4,651 $1,750 $1,433	$1,482 1,766 $2,000 $1,083	$1,268 2,170 $1,583 $1,000	$1,630 604 $1,983 $1,280	$1,598 109 $2,083 $1,200	$1,519 134 $1,800 $1,083	$1,623 471 $1,850 $1,333	$1,579 287 $1,850 $1,125	$1,560 428 $1,835 $1,200	$1,514 190 $1,800 $1,166	$1,604 97 $2,000 $1,208	$1,715 375 $1,958 $1,475	$1,591 236 $2,083 $1,166	$1,443 31 $1,750 $1,125	$1,615 260 $2,000 $1,228	$1,382 219 $1,690 $1,073	$1,311 173 $1,607 $ 980	$1,176 248 $1,583 $ 785
Technical Curricula	$1,784 125 $2,000 $1,583	$1,618 340 $2,000 $1,250	$1,634 335 $2,166 $1,100	$2,127 9,666 $2,300 $1,950	$2,135 677 $2,330 $1,850	$1,959 503 $2,250 $1,600	$2,138 1,137 $2,350 $1,833	$2,126 1,617 $2,250 $1,960	$1,975 324 $2,275 $1,350	$2,143 250 $2,300 $1,950	$2,101 379 $2,250 $1,900	$2,352 1,157 $2,700 $1,958	$1,996 558 $2,300 $1,565	$2,107 55 $2,266 $1,775	$2,110 1,269 $2,308 $1,875	$1,689 2,058 $1,940 $1,380	$1,685 227 $2,195 $1,250	$1,533 468 $1,916 $1,100

Bachelor's Degree

TECHNICAL

CURRICULUM	BUSINESS			MANUFACTURING & INDUSTRIAL				
	Accounting—Public	Banking, Finance, & Insurance	Merchandising (Retail & Wholesale) & Services	Aerospace, Electronics, & Instruments	Automotive & Mechanical Equipment	Building Materials Mfrs. & Construction	Chemicals, Drugs, & Allied Products	Electrical Machinery & Equipment
Aeronautical Engineering	$1,043 1	$1,250 1	$1,405 4	$2,089 341 $2,300 $1,795	$1,825 2	$1,475 2	$2,196 2	$2,206 4
Chemical Engineering		$1,987 6	$1,990 5	$2,132 158 $2,290 $1,984	$2,225 18	$2,101 13	$2,257 392 $2,375 $2,150	$2,216 32 $2,475 $2,000
Civil Engineering (incl. Construction, Sanitary, & Transportation Engrg.)	$1,985 10	$1,997 12	$1,780 3	$2,056 71 $2,244 $1,875	$2,040 6	$1,860 237 $2,140 $1,540	$2,066 14	$2,044 10
Electrical Engineering (incl. Computer Engrg.)	$1,771 8	$1,817 7	$2,053 38 $2,235 $1,794	$2,170 5,214 $2,318 $2,020	$2,175 153 $2,325 $2,000	$2,203 59 $2,400 $2,041	$2,195 171 $2,333 $2,083	$2,162 843 $2,275 $2,038
Geological Engineering			$ 700 1	$2,184 2		$1,950 1		$1,958 1
Industrial Engineering	$1,842 35 $2,000 $1,650	$1,722 3	$1,776 9	$2,079 350 $2,283 $1,900	$2,156 54 $2,344 $1,917	$2,032 33 $2,125 $1,830	$2,153 78 $2,292 $1,975	$2,082 49 $2,250 $1,900
Mechanical Engineering	$2,130 1	$1,617 2	$2,002 16	$2,127 1,427 $2,283 $2,000	$2,147 320 $2,330 $1,875	$2,097 89 $2,297 $1,775	$2,193 205 $2,333 $2,050	$2,126 385 $2,235 $2,000
Metallurgical Engineering (incl. Metallurgy & Ceramic Engrg.)				$2,130 65 $2,250 $2,000	$2,195 32 $2,333 $1,875	$2,138 2	$2,261 22 $2,325 $2,150	$2,198 17
Mining Engineering				$2,050 1	$2,140 1	$1,933 3	$2,225 2	
Nuclear Engineering (incl. Engrg. Physics)			$1,583 1	$2,160 26 $2,276 $2,000		$2,163 3		$2,159 5
Petroleum Engineering	$1,833 1	$2,367 3	$2,340 1	$2,400 3		$2,667 1	$2,300 3	$2,250 2
Engineering Technology		$1,486 1	$1,486 7	$2,069 351 $2,250 $1,890	$2,076 31 $2,333 $1,750	$1,854 43 $2,200 $1,500	$2,101 21 $2,334 $1,833	$2,028 58 $2,250 $1,833
Agricultural Sciences	$1,676 4	$1,319 35 $1,583 $1,135	$1,325 74 $1,750 $1,000		$1,460 2	$1,581 4	$1,458 25 $1,900 $1,000	1,533 2
Biological Sciences		$1,375 6	$1,271 20 $1,583 $ 833	$1,831 22 $2,150 $1,543	$1,500 1		$1,619 19	$1,761 4
Chemistry			$1,592 6	$1,920 6	$2,167 1		$1,794 80 $2,083 $1,450	
Computer Science	$1,739 55 $1,925 $1,541	$1,582 116 $1,958 $1,275	$1,715 108 $2,166 $1,250	$2,032 1,437 $2,250 $1,833	$1,965 52 $2,180 $1,667	$1,882 11	$2,009 77 $2,216 $1,875	$1,987 139 $2,195 $1,666
Health (Medical) Professions			$1,820 21 $2,275 $1,166	$1,684 2	$1,750 1		$1,910 12	
Mathematics	$1,723 10	$1,665 141 $1,958 $1,333	$1,426 16	$1,973 148 $2,193 $1,750	$2,193 3	$1,375 1	$1,922 10	$2,056 62 $2,233 $1,828
Other Physical & Earth Sciences		$1,524 7	$1,213 5	$2,079 42 $2,333 $1,825		$1,250 1	$2,002 4	$2,052 4

Food & Beverage Processing	Glass, Paper, Packaging, & Allied Products	Metals & Metal Products	Petroleum & Allied Products (incl. Nat. Gas)	Research &/or Consulting Organizations	Tire & Rubber	Utilities—Public (incl. Transportation)	Government—Federal	Government—Local/State	Non-Profit Orgs. & Educational Institutions
				$2,073 6		$1,600 2	$1,690 72 $1,800 $1,448	$1,561 1	$ 900 1
$2,227 73 $2,300 $2,085	$2,231 75 $2,333 $2,100	$2,115 13	$2,405 242 $2,533 $2,250	$2,245 14	$2,224 9	$2,166 34 $2,300 $1,958	$1,794 67 $2,081 $1,487	$1,718 5	
$2,139 6	$2,284 4	$2,110 16	$2,240 37 $2,500 $1,800	$1,936 104 $2,167 $1,560		$1,955 78 $2,250 $1,650	$1,699 157 $1,800 $1,449	$1,659 123 $1,933 $1,400	$1,601 4
$2,161 19	$2,193 55 $2,300 $2,024	$2,150 61 $2,295 $2,000	$2,314 120 $2,540 $2,102	$2,162 146 $2,333 $1,958	$2,110 3	$2,183 539 $2,400 $2,025	$1,726 811 $1,975 $1,448	$2,195 31 $2,526 $1,791	$2,118 7
			$2,244 25 $2,417 $2,083	$2,250 1			$1,448 4		
$2,210 33 $2,417 $1,907	$2,065 14	$2,075 25 $2,200 $1,800	$2,276 9	$1,950 13	$2,275 2	$2,132 39 $2,266 $1,958	$1,768 88 $2,000 $1,449	$1,900 4	$1,722 3
$2,178 73 $2,250 $2,050	$2,160 63 $2,341 $2,042	$2,124 121 $2,275 $1,975	$2,352 230 $2,525 $2,125	$2,080 93 $2,292 $1,820	$2,185 22 $2,250 $2,125	$2,136 334 $2,250 $2,000	$1,748 497 $1,958 $1,448	$1,681 4	$2,000 1
	$2,200 1	$2,155 92 $2,250 $2,083	$2,479 6	$2,149 4	$2,270 3	$2,290 11	$1,748 22 $1,800 $1,449		
$1,750 1		$1,868 8	$2,253 10			$2,260 2	$1,525 2		
			$2,250 3	$1,941 4		$2,151 58 $2,297 $2,000	$1,617 14		
		$2,193 3	$2,584 284 $2,750 $2,333	$2,692 3		$2,430 3			
$1,862 19	$2,038 8	$1,895 11	$1,823 11	$1,743 18	$1,992 3	$2,012 20 $2,250 $1,791	$1,677 13	$1,825 5	$1,700 4
$1,472 69 $1,917 $1,120	$1,200 2	$1,500 1	$1,630 8	$1,330 7		$1,530 6	$1,229 26 $1,500 $1,066	$1,283 20 $1,500 $1,000	$1,172 12
$1,481 7	$1,200 1			$1,198 10		$1,371 14	$1,516 9	$1,249 7	$1,140 29 $1,500 $ 791
$1,759 5	$1,875 2	$1,875 1	$2,129 8	$1,533 12	$1,763 2	$1,722 3	$1,321 9	$1,667 2	$1,120 10
$1,918 13	$1,975 23 $2,150 $1,750	$1,902 25 $2,050 $1,635	$1,997 130 $2,175 $1,855	$1,939 96 $2,208 $1,541	$1,871 11	$1,946 87 $2,253 $1,708	$1,523 148 $1,900 $1,114	$1,806 11	$1,675 33 $1,900 $1,200
						$1,596 12	$1,498 11	$1,530 7	$1,561 357 $1,875 $1,275
$1,516 1		$2,100 1	$1,883 10	$1,910 18		$1,938 22 $2,208 $1,642	$1,473 67 $1,875 $1,114	$1,244 2	$1,605 5
$1,464 5	$1,267 2	$1,425 1	$2,284 24 $2,575 $1,875	$1,724 9		$1,765 5	$1,393 51 $1,683 $1,100	$1,206 5	$1,300 2

AVERAGE MONTHLY SALARY OFFERS

Master's Candidates-Inexperienced[1]

(Data Combined for Men and Women)

Graduate Program	Number of Offers July 1983	Number of Offers July 1982	Average $ Offers July 1983	Average $ Offers July 1982	Percent Change in $ Offers from July 1982	Percentiles 90th	Percentiles 50th	Percentiles 10th
Business								
Accounting	390	445	$1,891	$1,847	2.4%	$2,092	$1,917	$1,645
MBA—Non-technical undergraduate								
Less than 1 year	1,518	2,112	2,215	2,135	3.8	2,833	2,167	1,666
Over 1 to 2 years[2]	661	745	2,484	2,348	5.8	3,083	2,500	1,833
Over 2 to 4 years[2]	756	850	2,632	2,503	5.2	3,333	2,666	2,000
Over 4 years[2]	442	426	2,672	2,443	9.4	3,333	2,667	2,000
MBA—Technical undergraduate								
Less than 1 year	527	469	2,524	2,314	9.1	3,000	2,500	2,000
Over 1 to 2 years[2]	305	196	2,722	2,462	10.6	3,333	2,750	2,082
Over 2 to 4 years[2]	330	239	2,780	2,596	7.1	3,250	2,763	2,250
Over 4 years[2]	122	122	2,800	2,635	6.3	3,375	2,833	2,167
MS—Business (incl. Management, Marketing, Finance, etc.)	125	198	2,122	2,099	1.1	2,667	2,083	1,500
Industrial Mgmt. (incl. Industrial Admin.)	63	34	2,196	1,988	10.5	2,550	2,166	1,900
Administration (incl. Public, Hospital, etc.)	52	47	1,868	1,726	8.2	2,333	1,813	1,475
Humanities and Social Sciences								
Humanities	34	38	1,617	1,512	6.9	2,250	1,617	1,083
Social Sciences	90	117	1,606	1,552	3.5	2,291	1,500	1,050
Engineering								
Chemical	100	160	2,404	2,459	- 2.2	2,600	2,416	2,166
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	125	186	2,260	2,249	0.5	2,583	2,314	1,800
Electrical (incl. Computer Engrg.)	836	699	2,461	2,369	3.9	2,667	2,475	2,250
Industrial	72	107	2,291	2,295	- 0.2	2,550	2,300	2,033
Mechanical	408	460	2,400	2,332	2.9	2,625	2,417	2,135
Nuclear (incl. Engrg. Physics)	38	35	2,386	2,300	3.7	2,650	2,350	2,200
Sciences								
Chemistry	18	38	2,203	1,987	10.9	*	*	*
Computer Science	233	316	2,359	2,267	4.1	2,583	2,350	2,125
Geology & Related Geological Sciences	81	263	2,472	2,422	2.1	2,720	2,540	2,200
Mathematics	56	65	2,124	2,162	- 1.8	2,550	2,114	1,683
Metallurgy (incl. Met. Engrg., Materials Engrg./Sc., & Ceramics)	33	70	2,417	2,320	4.2	2,615	2,416	2,292
	7,415	8,437						

Doctoral Candidates

Engineering								
Chemical	81	88	$3,130	$3,019	3.7%	$3,375	$3,167	$2,900
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	13	18	2,936	2,851	3.0	*	*	*
Electrical (incl. Computer Engrg.)	123	101	3,200	3,099	3.3	3,625	3,210	2,833
Mechanical	34	65	3,150	2,959	6.5	3,500	3,200	2,583
Sciences								
Chemistry	214	282	2,694	2,719	- 0.9	3,050	2,800	2,160
Mathematics (incl. Operations Research, Statistics, & Actuarial Science)	19	29	2,585	2,544	1.6	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./Sc., & Ceramics)	20	37	3,072	2,968	3.5	3,333	3,083	2,935
Physics	68	73	2,903	2,785	4.2	3,333	3,014	2,416
	572	693						

[1]One year or less of full-time, non-military employment unless otherwise indicated. *Not computed for fewer than 20 offers.
[2]Years of previous full-time, non-military employment.

(continued from page 1)
the highest average monthly salary offer for inexperienced candidates—$2,524, up a hefty 9.1 percent since last year.

The July 1983 report covers the period from September 1, 1982, through June 10, 1983. The data include offers made to students graduating between September 1 and August 31, as reported by the 185 placement offices at the 160 participating colleges and universities. In addition to the 33,604 offers to bachelor's degree candidates, these placement offices reported 4,799 offers to inexperienced master's degree candidates; 2,616 offers to MBA candidates with previous full-time, non-military employment experience; and 572 offers to doctoral candidates.

Salary Survey reports are available only to CPC members and subscribers to the *Salary Survey* package. Additional copies of this report can be obtained for $1.50 each.

The Committee on Statistical Services 1982-1983

Marvin J. Roth, Lafayette College (Chairperson); Bill W. Baker, Halliburton Services; Dennis E. Caffrey, Mobil Oil; Jack T. Carter, Fieldcrest Mills; Robert F. Menke, Arizona State University; Glenn T. Rosenthal, Ball State University; Susan C. Terrill-Flint, University of Wyoming. Ex Officio: Eugene R. Seeloff, Lehigh University; Herbert W. Robinson, U.S. Office of Personnel Management. Jesse M. Smith, Executive Director, College Placement Council; Judith O'Flynn Kayser, Manager, Statistical Services, College Placement Council.

Participating Placement Offices

Akron, Alabama A & M, Arizona, Arizona State, Arkansas-Fayetteville, Auburn, Baylor, Bentley, Boston, Brigham Young, Brown, Bucknell, Cal Tech, California: Berkeley-Los Angeles, California Poly-San Luis Obispo, California State: Chico-Fresno-Long Beach-Sacramento, California State Poly-Pomona, Carnegie-Mellon, Case Western Reserve, Cedar Crest, Chicago (Grad Bus), Clemson, Cleveland State, Colorado, Colorado Mines, Colorado State, Columbia, Columbia (Grad Bus), Connecticut, Cornell, CUNY: Bernard M. Baruch College-City College-Hunter College, Dartmouth, Delaware, Delaware State, Denver, Detroit, Duke, Duke (Grad Bus), Fairleigh Dickinson-Teaneck, Florida A & M, George Washington, Georgia, Georgia Tech, Grambling State, Grove City, Houston, IIT, Idaho, Illinois (Engrg, Com Bus), Indiana, Iowa, Iowa State, Iowa State (Sci & Hum), Jackson State, Kansas (Arts, Bus, Engrg), Kansas State, Kentucky, Lafayette, Lamar, Lehigh, Lincoln (PA), Louisiana Tech, MIT, Maine-Orono, Mary Washington, Massachusetts-Amherst, Memphis State, Michigan: Ann Arbor (Engrg, Govt Placement, Grad Bus)-Dearborn, Michigan State, Michigan Tech, Minnesota-Minneapolis (Mgmt), Mississippi, Mississippi State, Missouri: Columbia (Engrg)-Kansas City-Rolla-St. Louis, Montana, Montana State, Morgan State, Mount Holyoke, Nebraska-Lincoln, Nevada-Reno, New Jersey Tech, New Mexico, New Mexico State, NYU (Grad Bus), North Carolina: Chapel Hill-Greensboro, North Carolina A & T State, North Dakota, North Texas State, Northern Arizona, Northwestern, Northwestern (Kellogg), Ohio, Ohio State (Admin, Arts, Engrg), Oklahoma, Oklahoma State, Oklahoma State (Agri), Oregon, Oregon State, Penn, Penn (Wharton), Penn State: University Park-Capitol Campus, Pittsburgh, Polytechnic Institute of NY, Portland State, Prairie View A & M, Princeton, Purdue, Rensselaer, Rhode Island, Rochester, Rochester (Grad Mgmt), Rutgers: Camden (Arts and Science)-New Brunswick, San Diego State, San Jose State, Smith, South Carolina, South Dakota Mines, South Florida, Southern California, Southern California (Grad Bus), Southern Illinois: Carbondale-Edwardsville, Southern Methodist, Southern University-Baton Rouge, Stanford, Stanford (Grad Bus), SUNY-Buffalo, Temple, Tennessee-Knoxville, Tennessee State, Texas A & I, Texas A & M, Texas Tech, Texas: Arlington-Austin (Bus, Engrg)-El Paso, Toledo, Tulane, Union, Utah, Utah State, Vanderbilt, Vanderbilt (Owen), Vassar, Villanova, Virginia, Virginia (Colgate Darden), Virginia State, Virginia Tech, Wake Forest, Wake Forest (Babcock), Washington, Washington State, Wayne State, West Virginia, Wichita State, Williams, Wisconsin (Agri, Arts, Bus, Engrg), Worcester Poly, Yale, Yale (Grad Bus).